

BILLBOARD MUSIC WEEK MUSIC • RADIO • TV • COIN

Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Or

PAGE ONE RECORDS



SINGLES

- ★ NATIONAL BREAKTHROUGHS**
FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 436B (Extended Play)
IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418
PALISADES PARK, Freddy Cannon, Swan 4106

ALBUMS

- ★ NATIONAL BREAKTHROUGHS**
MONO
STATE FAIR, Sound Track, Del DLP 9011
DINO—ITALIAN LOVE SONGS, Dean Martin, Capitol T 1659
STEREO
'S CONTINENTAL, Ray Conniff, His Ork & Chorus, Columbia CS 8576
STATE FAIR, Sound Track, Del DLP 29011
STRANGER ON THE SHORE, Mr. Acker Bilk, Atco SD 129

★ REGIONAL BREAKTHROUGHS

- These new records, not yet on *BMW's* Hot 100, have been reported getting strong sales action by dealers in their market (listed in parenthesis).
- QUEEN OF MY HEART, Rene and Ray, Dotma 1360 (Mareville, BM)
 - JOHN BIRCH SOCIETY, Chad Mitchell Trio, Kapp 457 (Valando, BM)
 - WEST OF THE WALL, Bill Tiller, Big Top 1597 (Music Productions, ASCAP) (Seattle)
 - THEME FROM BEN CASEY, Veljeau, Carlton 578 (Marfan, ASCAP) (New York)

NEW ON THE HOT 100

- 58. FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 436B (Extended Play)
- 64. IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418
- 69. PALISADES PARK, Freddy Cannon, Swan 4106
- 71. THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273
- 73. STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 1418
- 75. SECOND HAND LOVE, Connie Francis, MGM 13074
- 78. THAT'S MY DESIRE, Argos 5412
- 84. WALK ON THE WILD SIDE, Jimmy Smith, Verve 10253
- 86. HOW IS JULIE?, Letterman, Capitol 4746
- 87. YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU, Olinah Washington, Roulette 4424
- 88. BORN TO LOSE, Ray Charles, ABC-Paramount 10390
- 89. CINDY'S BIRTHDAY, Johnny Crawford, Del Fi 4178
- 90. THE STRIPPER, Davis Rose and His Ork, MGM 13064
- 91. IMAGINE THAT, Patty Cline, Decca 31377
- 94. MY REAL NAME, Fats Domino, Imperial 1063
- 97. LET ME BE THE ONE, Paris Sisters, Gregmark 12
- 98. OPERATOR, Gladys Knight and The Pips, Fury 1064
- 99. I TRY SOMETHING NEW, Miracles, Tamla 54059
- 100. DREAM, Olinah Washington, Mercury 71958

★ NEW ACTION LP'S

Albums getting initial dealer action in major markets and have not yet hit *BMW's* Top LP Chart.

- MONO
HEY! BABY & 11 OTHER SONGS ABOUT YOUR BABY, Bruce Channel, Smash MG5 27008
BLUES CROSS COUNTRY, Peggy Lee, Capitol T 1071
BEYOND THE REEF, Earl Grant, Decca OL 4231
DUET, Orlis Gay-Andre Prewin, Columbia CL 1752
ITALIANO, Frankie Avalon, Chancellor HIL 5025
MR. BROADWAY, Tony Bennett, Columbia CL 1763
TWISTIN' N' TWANGIN', Sam Cooke, RCA Victor LPM 2555
CHapel by the Sea, Billy Vaughn, Del DLP 3424
I CAN GET IT FOR YOU WHOLESAL, Original Cast, Columbia KOL 2780
ORIGINAL MOTION PICTURE HIT THEMES, Various Artists, United Artists UAL 3197
CLOSE UP IN SWING, Erroll Garner, ABC-Paramount ABC 395
THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA, Eugene Ormandy Conducting, Columbia PHM 1
COME ON IN, Santo and Johnny, Canadian-American CALP 1005
ETTA JAMES, Argo LP 4013

STEREO

- MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, Ray Charles, ABC-Paramount ABCS 410
EL CID, Sound Track, MGM SE 3977
PETER, PAUL AND MARY, Warner Bros. WBS 149
THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA, Eugene Ormandy Conducting, Columbia PHS 1
UP A LAZY RIVER, S. Zentner, Liberty LST 7216

NEW ON THE TOP LP'S

- MONO
99. STATE FAIR, Sound Track, Del DLP 9011
121. DINO—ITALIAN LOVE SONGS, Dean Martin, Capitol T 1659
(Continued on page 8)

South Holds Firm As Disk Sales Dip

NEW YORK—Generally speaking last week was a poor one for the disk business in most sections of the country. Dealers checked from coast to coast, especially in the New England, Middle Atlantic States and the Midwest, said business, for both singles and LP's, ranged from so-so to poor. Areas that reported good business were Los Angeles, Houston, Dallas, New Orleans, Washington, and a sprinkling of Southern cities. In these Southern areas the good sales of country and r.&b. was made up for the drop-off in pop items. In cities where the kids had last week off for their Easter or spring vacations, business was still swinging. Some dealers attributed the slump to the beginning of warm weather, although most felt that it was too early for the perennial summer slump. The sluggish state of the singles business was reflected in the fact that there were only four "Regional Breakouts" picked up by *BMW* across the country last week, the lowest number of breakouts so far in any one week this year. Poor business held down many strong new releases to a crawl. The *BMW* "Hot 100" chart showed music's usual week a condition that always prevails when business is off, when even slight activity is magnified. In good business weeks it takes powerful sales activity to move up the chart.

Post-Easter Slump in Baltimore

BALTIMORE—Sales here reflected the dismal state of disk sales throughout most of the Eastern and Midwestern States last week. However, key radio and TV stations reported a local turntable hit with "Air Travel" by Ray and Bob on Lede Records. The disk was cited as a prime programming item by Buddy Deane, WJZ-TV; WCAO and WWIN. Other records listed as strong (among the newer releases) by all three outlets were Johnny Crawford's "Cindy's Birthday," "That's Old Fashioned" by the Everly Brothers, Gene Pitney's "The Man Who Shot Liberty Valance," Connie Francis' "Second Hand Love," "Playboy" by the Marvelettes, "Colinda" by Rod Bernard, and "It Keeps Right on Hurtin'" by Johnny Tillotson. Milt Berson, buyer for Musical Sales, a key one-stop here, said that singles sales last week were virtually at a standstill, with only operators buying. His own sales, said Berson, were 35 to 45 per cent off normal purchases. For example, even a sure-fire hit such as Ray Charles' "Born to Lose" was moving at a rate of 300 to 500 a day, as compared to the usual rate of 800 to 900. "Everybody bought heavily the previous week," said Berson, "in anticipation that sales would pick up sharply after Easter week." Interestingly, Berson said that country and western and rhythm and blues sales had held up, with only pop sales dropping off. The strongest (among the newer releases), according to Berson, were "The Man Who Shot Liberty Valance," the Drifters' new vocal version of "Stranger on the Shore," Tillotson's "It Keeps Right on Hurtin'," and Dinah Washington's "Where Are You?" Frances Jordan, record librarian at WCAO, said that Vicki Tasso's "Sound of the Hammer" was the most-requested disk at the station last week; while Jack Gale of WWIN, opined that "The Man Who Shot Liberty Valance" was the "hottest record in town," noting that the "Pick a Winner" "Pick" three weeks ago, had jumped from No. 14 to No. 2 on WWIN's top-record chart in two weeks. A WWIN "Pick" is played at least once every two hours for seven days. On the distribution scene here, Nat Lapatin, heretofore promotion man for Marnet Distributors, moved over to Warner Bros. Records. He will represent the label in this area.

Pittsburgh Hit Stature Grows Anew

PITTSBURGH—The steel hub of the nation is gradually re-emerging as an important center for exposing new records, according to a survey of dealers and distributors here. Beyond this, the city has recently seen a substantial number of local hits, indicating a generally swinging record market. Business is good here, thanks at least in part to such (Continued on page 8)

150 Best Selling

MONAURAL LP's

★ 1968 PERFORMANCES—CERTIFIED AS GOLD IF SALES OF ONE MILLION COPIES ARE REGISTERED—CERTIFIED AS PLATINUM IF SALES OF TWO MILLION COPIES ARE REGISTERED

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia, CL 3424	10
2	4	MONSIEUR AT TUPAC'S Barry Manilow, RCA Victor LPW 3342	31
3	2	BLUE ANTHEM Foxy Project, RCA Victor LPW 3348	29
4	3	COLLEGE CONCERT Katherine Tyne, Capitol F 1424	10
5	5	THE TWIST PARTY Chubby Checker, Parkway P 7007	22
6	8	A SONG FOR YOUNG LOVE Laurie Ann, Capitol F 1449	10
7	6	WEST SIDE STORY Original Cast, Columbia CL 3330	83
8	1	DAVE THE TWIST AT THE PEPPERHORN Lounge Jerry Lee & His Staff, Roulette R 5846	22
9	9	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
10	12	TIME OUT Barry Manilow, Columbia CL 3387	11
11	10	CAMELOT Original Cast, Columbia MCL 3420	48
12	14	THE TWIST Chubby Checker, Parkway P 7007	12
13	11	SHARLES AND STINGERS Frank Sinatra, Capitol F 1364	9
14	15	THE SOUND OF MUSIC Original Cast, Columbia MCL 3400	13
15	13	INDEPENDENT IN HOCKEY Barry Manilow, RCA Victor LPW 3342	10
16	16	SO MUCH IN LOVE Barry Manilow, RCA Victor LPW 3342	10
17	17	DAVE THE TWIST Chubby Checker, Parkway P 7007	21
18	18	SING OUT Laurie Ann, Capitol F 1449	15
19	20	JANIS JAGGERS, VOL. 1 Janis Jagger, Atlantic MGS 4054	24
20	21	LIVE IT UP Jerry Mathis, Columbia CL 3311	12
21	22	MAJIA Chubby Checker, Parkway P 7007	9
22	23	DUNKERS UP Barry Manilow, Parkway P 7007	29
23	24	FOR TWISTERS ONLY Chubby Checker, Parkway P 7007	31
24	25	THE SOUND OF MUSIC Original Cast, Columbia MCL 3400	13
25	26	MONSIEUR AT TUPAC'S Barry Manilow, RCA Victor LPW 3342	31
26	27	INDEPENDENT IN HOCKEY Barry Manilow, RCA Victor LPW 3342	10
27	28	DAVE THE TWIST Chubby Checker, Parkway P 7007	21
28	29	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
29	30	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
30	31	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
31	32	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
32	33	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
33	34	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
34	35	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
35	36	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
36	37	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
37	38	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
38	39	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
39	40	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
40	41	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
41	42	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
42	43	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
43	44	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
44	45	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
45	46	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
46	47	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
47	48	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
48	49	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
49	50	THE TWIST PARTY Chubby Checker, Parkway P 7007	41

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	51	WEST SIDE STORY Sound Track, Columbia, CL 3424	10
52	52	MONSIEUR AT TUPAC'S Barry Manilow, RCA Victor LPW 3342	31
53	53	BLUE ANTHEM Foxy Project, RCA Victor LPW 3348	29
54	54	COLLEGE CONCERT Katherine Tyne, Capitol F 1424	10
55	55	THE TWIST PARTY Chubby Checker, Parkway P 7007	22
56	56	A SONG FOR YOUNG LOVE Laurie Ann, Capitol F 1449	10
57	57	WEST SIDE STORY Original Cast, Columbia CL 3330	83
58	58	DAVE THE TWIST AT THE PEPPERHORN Lounge Jerry Lee & His Staff, Roulette R 5846	22
59	59	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
60	60	TIME OUT Barry Manilow, Columbia CL 3387	11
61	61	CAMELOT Original Cast, Columbia MCL 3420	48
62	62	THE TWIST Chubby Checker, Parkway P 7007	12
63	63	SHARLES AND STINGERS Frank Sinatra, Capitol F 1364	9
64	64	THE SOUND OF MUSIC Original Cast, Columbia MCL 3400	13
65	65	INDEPENDENT IN HOCKEY Barry Manilow, RCA Victor LPW 3342	10
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73	73	FOR TWISTERS ONLY Chubby Checker, Parkway P 7007	31
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75	75	MONSIEUR AT TUPAC'S Barry Manilow, RCA Victor LPW 3342	31
76	76	INDEPENDENT IN HOCKEY Barry Manilow, RCA Victor LPW 3342	10
77	77	DAVE THE TWIST Chubby Checker, Parkway P 7007	21
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79	79	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
80	80	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
81	81	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
82	82	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
83	83	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
84	84	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
85	85	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
86	86	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
87	87	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
88	88	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
89	89	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
90	90	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
91	91	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
92	92	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
93	93	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
94	94	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
95	95	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
96	96	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
97	97	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
98	98	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
99	99	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
100	100	THE TWIST PARTY Chubby Checker, Parkway P 7007	41

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101	101	WEST SIDE STORY Sound Track, Columbia, CL 3424	10
102	102	MONSIEUR AT TUPAC'S Barry Manilow, RCA Victor LPW 3342	31
103	103	BLUE ANTHEM Foxy Project, RCA Victor LPW 3348	29
104	104	COLLEGE CONCERT Katherine Tyne, Capitol F 1424	10
105	105	THE TWIST PARTY Chubby Checker, Parkway P 7007	22
106	106	A SONG FOR YOUNG LOVE Laurie Ann, Capitol F 1449	10
107	107	WEST SIDE STORY Original Cast, Columbia CL 3330	83
108	108	DAVE THE TWIST AT THE PEPPERHORN Lounge Jerry Lee & His Staff, Roulette R 5846	22
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115	115	INDEPENDENT IN HOCKEY Barry Manilow, RCA Victor LPW 3342	10
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131	131	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
132	132	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
133	133	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
134	134	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
135	135	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
136	136	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
137	137	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
138	138	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
139	139	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
140	140	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
141	141	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
142	142	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
143	143	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
144	144	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
145	145	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
146	146	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
147	147	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
148	148	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
149	149	THE TWIST PARTY Chubby Checker, Parkway P 7007	41
150	150	THE TWIST PARTY Chubby Checker, Parkway P 7007	41

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
2	2	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
3	3	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
4	4	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
5	5	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
6	6	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
7	7	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
8	8	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
9	9	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
10	10	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
11	11	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
12	12	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
13	13	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
14	14	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
15	15	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
16	16	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
17	17	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
18	18	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
19	19	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
20	20	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
21	21	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
22	22	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
23	23	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
24	24	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
25	25	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
26	26	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
27	27	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
28	28	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
29	29	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
30	30	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
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47	47	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
48	48	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
49	49	THE TWIST PARTY Chubby Checker, Parkway P 7007	26
50	50	THE TWIST PARTY Chubby Checker, Parkway P 7007	26

BIG HIT SINGLES

UNITED
ARTISTS
RECORDS

1. SHE CRIED

JAY and the AMERICANS

UA 415

2. Village Of Love

NATHANIEL MAYER

UA 449

3. THE MAN WHO SHOT
* LIBERTY VALANCE

GENE PITNEY

MU 1020

4. I'm On My Way

The HIGHWAYMEN

UA 439

Watch For This New Smash...Now On The United Artists Label

"JUST ONE KISS" SHELTON DUNAWAY

FORMERLY ON THE LYRIC LABEL

UNITED ARTISTS UA 468

BE SURE TO CASH IN ON THE TRIBUTE TO
FERRANTE and TEICHER

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UNITED
ARTISTS
RECORDS

The Proudest Name In Entertainment

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★ **STAR PERFORMERS**—Singles, regular or special award program list, week

[S] Indicates that 45 r.p.m. stereo single

[Δ] Indicates that 200 r.p.m. mono single

[Δ] Indicates that 200 r.p.m. stereo single

WEEK	WEEK	WEEK	TITLE	Artist, Label & Number	WEEK
1	4	6	SOLDIER BOY	Sheela, Capitol 1128	8
2	3	5	MASHED POTATO TIME	Desi Desi Shy, Capem 211	11
3	4	7	STRANGER ON THE SHORE	Mr. Archer 1811, A&M 4217	9
4	3	2	JOHNNY ANGEL	Stellar Palace, Capitol 6101	11
5	1	1	GOOD LUCK CHARM	Rita Payson, RCA Victor 7992	Δ 9
6	13	14	SHE CRIED	Jay & the Americans, United Artists 415	9
7	15	25	OLD RIVERS	Butt Bros., Decca 31271	6
8	16	27	SHOUT! SHOUT! (Knock Yourself Out)	Ernie Maresca, Sire 117	7
9	10	12	TWIST, TWIST, SENORA	Gary (U. S.), Bouda, Latrod 1018	7
10	6	9	SHOUT	Jay Shy & the Shufflers, Real Gone 4416	8
11	9	12	P. T. 109	James Brown, A&M 4217	Δ 7
12	18	26	ANYBODY LOVES ME BUT YOU	Brooks Love, Decca 32579	5
13	8	5	SLOW TWIST	Chubby Checker, Parkway 351	5
14	14	20	FUNKY WAY OF LAUGHIN'	Butt Bros., Decca 31271	6
15	7	8	LOVER, PLEASE	Clay McPherson, Mercury 71941	11
16	26	43	CONSCIENCE	James Brown, A&M 4217	5
17	34	41	THE ONE WHO REALLY LOVES YOU	Mary Wells, Warner 1834	8
18	27	33	I WISH THAT WE WERE MARRIED	Wendy and the 50-Libs, Jay 201	6
19	33	64	LOVERS WHO WANDER	Sam Cooke, RCA Victor 7992	4
20	24	37	UPTOWN	Cryptics, Philips 181	7
21	12	13	DEAR ONE	Larry Young, Old Town 1112	12
22	11	6	YOUR WORLD	Jay Shy, A&M 4217	11
23	17	26	SOUL TWIST	Kha Curtis, Rayo 1000	7
24	19	11	LOVE LETTERS	Ketty Lester, Eps 3068	12
25	39	48	CATERINA	Rayley Mills, Vesta 292	Δ 6
26	21	22	JOHNNY JINGO	Rayley Mills, Vesta 292	9
27	37	49	YOU ARE MINE	Frankie Anderson, Chancellor 1197	8
28	36	42	TWISTIN' MATRADA	James Ray, SPOB 2000	7
29	41	48	TELL ME	Dick, Liberty 1017	5
30	44	66	I SOLD MY HEART TO THE JUNKMAN	Blue Belles, Neptune 2800	4
31	21	23	GUNNY COME LATELY	James Brown, A&M 4217	10
32	20	23	CHIDE NO HAIR	Ray Charles & His Org., ABC-Parsons 18314	6
33	22	19	SHE CAN'T FIND HER KEYS	Paul Petersen, Colpix 428	11
34	23	15	LOVE ME WARM AND TENDER	Paul Anka, RCA Victor 7992	Δ 12

WEEK	WEEK	WEEK	TITLE	Artist, Label & Number	WEEK
46	69	81	MOST PEOPLE GET MARRIED	Paul Petersen, Colpix 428	4
25	16	19	CINDERELLA	Jack Rait, Dot 14533	9
37	30	31	THE JAM	Bobby Green & His Friends, Capem 1803	9
38	35	30	MUT ROCKER	B. Bumble & the Stingers, Kensington 146	11
39	32	18	TWISTIN' THE NIGHT AWAY	Sam Cooke, RCA Victor 7992	Δ 15
40	28	24	WHAT'D I SAY	Robby Sherry, A&M 4217	7
41	54	72	ITTY BITTY PIECES	James Ray, SPOB 2000	5
42	53	73	BLUES (Slay Away From Me)	Art Connors, HI 2011	5
43	59	73	DON'T PLAY THAT SONG	Ben K. King, A&M 4217	4
44	48	45	AT THE CLUB	Jay Charles & His Org., ABC-Parsons 18314	7
45	38	29	YOU BETTER MOVE ON	Arthur Alexander, Dot 18309	12
46	51	58	NIGHT TRAIN	James Brown, A&M 4217	5
47	52	56	KING OF CLOWNS	Neil Sedaka, RCA Victor 8004	Δ 7
48	43	47	TWO OF A KIND	Sam Thompson, Hickory 1146	9
49	60	75	COUNT EVERY STAR	Linda Scott, Canadian-American 133	6
50	64	—	MOON RIVER	Henry Mancini, RCA Victor 7914	Δ 22
51	49	39	SOMETHING'S GOT A HOLD ON ME	Ella Jansen, Argo 5469	12
52	58	71	I WAS BORN TO CRY	Diana, Laurie 2133	4
53	86	—	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Parsons 18316	3
54	65	80	SO THIS IS LOVE	Camille, Eps 3073	5
55	78	94	THE MAN WHO SHOT LIBERTY	Gene Phifer, Mercury 3036	3
56	88	—	PLAYBOY	Marvinists, Yama 14006	2
57	50	52	MOMENTS	Jessie Hawkins, Atlantic 2993	8
58	—	—	FOLLOW THAT DREAM	Eric Prentiss, RCA Victor RFA 416 (Extended Play)	1
59	47	54	9 I WILL	Vic Damico, Decca 11	7
60	68	78	HEARTS	Jackie, Brunswick 80339	3
61	66	89	THE TIME TO TONIGHT	George Mankin, Epic 9941	4
62	77	90	NUMBER ONE MAN	Bruce Channel, Beach 1192	3
63	72	83	VILLAGE OF LOVE	Nicholas, Eps 449	3
64	—	—	IT KEEPS RINGING A-HURTIN'	Johnny Tillman, Cadence 1010	1

WEEK	WEEK	WEEK	TITLE	Artist, Label & Number	WEEK
65	56	59	RUNAWAY	Laraine White, Dot 18326	6
66	71	82	MEET ME AT THE TWISTIN' PLACE	Charles Martinelli, Ray 134	5
67	74	78	IF I CRIED EVERY TIME YOU HURT ME	Verne Jackson, Capitol 4732	4
68	80	—	LEMON TREE	Paul, Paul & Mary Watson, Ray 1074	1
69	—	—	PALISADES PARK	Freddie Cannon, Sire 4186	1
70	87	97	I LOVE YOU	Jerry Brown, Chess 1962	3
71	—	—	THAT'S OLD FASHIONED	Ernie Maresca, Sire 117	1
72	81	84	ANY DAY NOW	Chuck Jackson, Wand 133	3
73	—	—	STRANGER ON THE SHORE	Ornette Coleman, Atlantic 2143	1
74	76	86	LOVE CAN'T WAIT	Mary Wells, Warner 1834	Δ 3
75	—	—	SECOND HAND LOVE	Connie Francis, MGM 12974	1
76	90	—	HIT RECORD	Brooks Love, Decca 32579	1
77	75	79	MEMORIES OF MARIA	James Brown, A&M 4217	9
78	83	99	DRUMMIN' UP A STORM	Nancy Sinatra, Capitol 4823	1
79	96	98	BALBOA BLUE	Marvinists, Yama 14006	3
80	85	92	IT'LL TAKE YOU HOME	Conrad, Dot 18318	5
81	82	100	DEEP IN THE HEART OF TEXAS	Dennis Adey, RCA Victor 7999	Δ 4
82	84	91	I FOUND A LOVE	Falcons, LaPar 1003	6
83	—	—	THAT'S MY DESIRE	James Smith, Verve 10105	2
84	—	—	WALK ON THE WILD SIDE	Connie Francis, Warner Bros. 836	1
85	100	—	WHY DO YOU WANNA MAKE ME CRY	Lorraine, Capitol 4746	2
86	—	—	HOW IS JULIE	Diana Washington, Roulette 4436	1
87	—	—	YOU'RE HORRIFYINGLY SOMEWHAT LOVES YOU	Ray Charles, ABC-Parsons 18310	1
88	—	—	BORN TO LOSE	James Brown, A&M 4217	1
89	—	—	CINDY'S BIRTHDAY	David Rusk & His Org., Mercury 13064	1
90	—	—	THE STRIPPER	Bertha Tylman, Brent 7929	1
91	95	—	OR, MY ANGEL	Chas. Dero, Chess 31377	2
92	—	—	IMAGINE THAT	Robbie Carlton, Dot 18317	2
93	97	—	FORTUNEELLER	James Brown, A&M 4217	2
94	—	—	MY REAL NAME	Paul Petersen, Colpix 428	1
95	98	—	ADAMS AMIGO	Jim Brown, RCA Victor 7914	Δ 2
96	—	—	LIPSTICK TRACES	James Brown, A&M 4217	2
97	—	—	LET ME BE THE ONE	Paul Petersen, Colpix 428	1
98	—	—	OPERATOR	Clayton Knight & the Pips, Popy 2064	1
99	—	—	I'LL TELL SOMETHING NEW	Marvinists, Yama 14006	1
100	—	—	O'REAM	Diana Washington, Mercury 11968	1

HOT 100-A TO Z (Publisher-Indecision)

Adrian Angles (RCA Victor)	49	170	Something New (Decca)	49	170	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	171	Something New (Decca)	49	171	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	172	Something New (Decca)	49	172	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	173	Something New (Decca)	49	173	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	174	Something New (Decca)	49	174	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	175	Something New (Decca)	49	175	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	176	Something New (Decca)	49	176	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	177	Something New (Decca)	49	177	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	178	Something New (Decca)	49	178	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	179	Something New (Decca)	49	179	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	180	Something New (Decca)	49	180	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	181	Something New (Decca)	49	181	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	182	Something New (Decca)	49	182	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	183	Something New (Decca)	49	183	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	184	Something New (Decca)	49	184	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	185	Something New (Decca)	49	185	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	186	Something New (Decca)	49	186	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	187	Something New (Decca)	49	187	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	188	Something New (Decca)	49	188	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	189	Something New (Decca)	49	189	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	190	Something New (Decca)	49	190	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	191	Something New (Decca)	49	191	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	192	Something New (Decca)	49	192	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	193	Something New (Decca)	49	193	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	194	Something New (Decca)	49	194	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	195	Something New (Decca)	49	195	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	196	Something New (Decca)	49	196	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	197	Something New (Decca)	49	197	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	198	Something New (Decca)	49	198	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	199	Something New (Decca)	49	199	Something New (Decca)	49
Alvin Ailey (RCA Victor)	49	200	Something New (Decca)	49	200	Something New (Decca)	49

BUBBLING UNDER THE HOT 100

101. SCOTCH AND SODA	Elmerine Tins, Capitol 4740
102. TWISTIN' WHITE SILVER SANDS	Bill Mack's Combo, HI 2053
103. COLUMBIA	Red Remond, Mercury 11903
104. AFTER THE LIGHTS GO DOWN LOW	James Brown, A&M 4217
105. RULY GUY CALLING TIME	Jim Foy, Bellows 2019
106. SNAP YOUR FINGERS	Paul Petersen, Colpix 428
107. LIARD ROY	The Champs, Columbia 9121
108. I'LL LEAVE MY HEART IN SAN FRANCISCO	James Brown, A&M 4217
109. TEACH ME TO TWIST	Chubby Checker & Bobby Rydell, Capem 1803
110. SWINGING EMPEROR ALBERT TWIST	Alvin Ailey, A&M 4217
111. SPANISH MARLIN	Santa and Johnny, Capem 1803
112. WALK ON WIDE THIRDS	James Brown, A&M 4217
113. WILLING AND EAGER	Paul Petersen, Colpix 428
114. SNAP YOUR FINGERS	Chad Michael Tins, Capem 1803
115. QUEEN OF MY HEART	Rene and Ray, Decca 1340
116. NEED YOUR LOVE	James Brown, A&M 4217
117. JANE JANE JANE	Elmerine Tins, Capitol 4740
118. VIOLETTA	James Brown, A&M 4217
119. THEME FROM BEN CASPER	Volcan, Capitol 4740

Records Sure to Be in Major Topic of ARMADA Meet

By JUNE BUNDY

NEW YORK—The forthcoming ARMADA convention in Miami Beach, Fla., next month (June 28-30) will definitely be a record one. It will pursue during 1962, since more than 90 per cent of all indie distributors will attend the meet.

Award Swells

'Moon River' Tide

NEW YORK—The impact of the Academy Awards was strikingly illustrated last week when this year's "Best Song" Oscar went to "Moon River" (by composer Henry Mancini on RCA Victor), popped back on BMW's "Hot 100" chart in the No. 1 spot after being off the list for some time.

This week, the disk moves up to No. 50. At the same time, Mancini is represented on BMW's monaural album charts with "Breakfast at Tiffany's" in the No. 2 spot, a jump over last week and the week before. The album has been on the monaural chart for 31 weeks.

Also on the best selling monaural album chart this week is Lawrence Welk's "Moon River," which also jumped this week and Williams' new package, "Moon River and Other Great Movie Themes," on the chart for the first time.

Perri Preps Promo; Names Key Distribbs

NEW YORK—Perri Records, new label recently formed by residential building manager, Richard Osia, kicked off its first mass promotion effort last week upon the release of its initial singles. At the same time the firm named two new distributors.

The label is debuting with a pair of sides by thrush Byrdie Green, who at one time was a protégé of Ruth Brown. A second disk features an instrumental coupling clefied and cut by a.s.r. chief, Doc Bagby. Taking on in the promotion drive will be Bagby, Joe James, national promotion manager; Jerry Morse, operating on the West Coast; Barbara Osia, from the firm's Manhattan offices; and vice-president of the firm Irv Rothman in New England. Bagby will cover the 1962 Middle Atlantic area while James hits the South and Midwest.

New distributors named include Columbia Distributors, San Francisco and Jos. M. Zamoni Company, Baltimore.

Merc & Clebanoff

CHICAGO—Mercury's Herman Clebanoff last week completed negotiations with the diskery for extension of his present contract through most of 1965.

The violinist-conductor is currently working on a new album and is slated to open in Las Vegas's Flamingo Hotel June 14 for two weeks billed as Clebanoff Strings in Stereo.

On August 25 Clebanoff will be featured in the Hollywood Bowl in a concert called "Accent on Strings." His orchestra will include some 90 pieces.

.....
 Leroy Van Dyke's "Walk On By" on Mercury took top honors in the country and western category, according to the 1962 Music Machine Survey conducted by Billboard Music Week. Voting was based on earning power in juke boxes. For complete details, see Page 57.

Dealers Set to Go With Big Ferrante And Teicher Push

NEW YORK—United Artists has lined up window displays on Ferrante and Teicher in more than 1,000 dealer stores, and in-store displays in more than 2,000 outlets this week. It's all part of the label's current "A Tribute to Ferrante and Teicher" promotion during the month of May. (See Page 4 in BMW last week.)

Ferrante and Teicher leave for the Midwest this week on the first leg of a month-long tour, wherein the duo piano team will visit dealers, deejays and distributors. They will be in Chicago, May 11 and 12; Detroit, May 14; Cleveland, May 15 and 16; and St. Louis, May 18.

An interesting angle of the promotion is that although the promotion was planned as a domestic program only, many of UA's foreign affiliates have set up their own local coverage of the UA program, but timed at intervals which will run through the next two to three months.

Hawaiian Music Receives Discount

HOLLYWOOD—Capitol is offering a 31 discount per LP, plus a deferred billing on a special program covering 25 Hawaiian music albums. Program will be in effect from April 30 to June 3.

Dealers buying a minimum of 50 LPs are eligible for deferred payment until July 10. Regressive change privileges will remain in effect.

SO Litigation Against Record Cbs Terminated 'For Good of the Industry'

Amicable Agreement Between Parties Bodes New Era of Co-Operation; Some Dealers Oppose Move

By LEE ZHITO

HOLLYWOOD—The three-year-old decade litigation against the record club owning major labels (V. H. Andersen, et al., vs. Capitol, Columbia and RCA Victor) was amicably terminated last week in Chicago "for the good of the industry." The civil action, brought by three record dealers in Chicago, ended last week on the basis of an amicable agreement. George B. Collins said, "I'm sure that the record dealers of America owe you a debt of gratitude because of the size, extent and quality of treatment in the matter of returns and also enjoy a proportionate co-op ad benefit."

The suit, which was supported by the Society of Record Dealers (SORD), had been a source of happy tone as expressed by both defendants and plaintiffs that its termination would bring a new atmosphere of positive action and greater co-operation between the manufacturers and retailers. Reason given by Judge Joseph W. Costello for the suit was the fact that the dealers were unable to come up with sufficient evidence to support their complaint. The plaintiffs did not collect damages.

Victory for Mfrs.

Termination of the suit proved a victory with many names as far as this round of the battle was concerned. Indications, however, pointed to the possibility that the dealers will continue to fight the battle through other avenues. SORD president, Howard Judkins, is balking at the conclusion of the co-operation as a new co-operation within the industry's ranks, said, "It appears that the dealers' suit was a victory for which both the labels and the deal-

ers want can be established by other means within the law and work already is under way to pursue this.

In a statement to SORD's members, the dealer group's legal counsel pointed out that the litigation against the majors had reaped rewards other than those sought in the initial complaint. Attorney George B. Collins said, "I'm sure that the record dealers of America owe you a debt of gratitude because of the size, extent and quality of treatment in the matter of returns and also enjoy a proportionate co-op ad benefit."

Matthews Tightens Tie With Musicor

NEW YORK—Eddie Matthews, a.s.r. chief at United Artists Records, is setting plans to work more closely with Aaron's Musicor label, which is distributed by United Artists, and with Schroeder's various music publishing

Schroeder, in addition to his music activities, also manages Gene Pitney and a number of other artists who record for the name label. According to UA chief Art Talmadge, Matthews will continue with UA in his present capacity. Matthews is now on a two-week vacation.

Rolnitz Bids News Ed In Expansion Movement

Biro Joins N. Y. Staff; Maher to New Post; Orr Copy Editor; Bundy to Free-Lance

NEW YORK—Bob Rolnitz, who has been serving as Billboard Music Week's Associate Music Editor, this week was promoted to the new post of Music News Editor. The promotion was made by BMW Editor Sam Chese, who also announced several other staff changes.

In his new capacity, Rolnitz will work with Chese in the promotion of the weekly music news section. In making the announcement, Chese stated that the move would increase BMW's industry expansion this publication's unmatched coverage of industry news, which continues to be its primary editorial program.

Rolnitz joined The Billboard in 1951 as a reporter and served until 1955, when he became a director of RCA's Groovy label. He returned to this publication in 1958 and in December of that year became Associate Music Editor.

Maher is In. Editor. Jack Maher becomes International News Editor, a new position which points up the growing importance of the global music-record industry. He will also function as a full member of BMW's domestic news operation. Maher joined BMW in February 1960 as reporter and became Copy Editor last October.

Stepping into the Copy Editor post vacated by Maher is veteran

newspaperman Jack Orr, who has worked for leading dailies in New York, California, and most recently in Philadelphia for the Bulletin and the Daily News. He also formerly headed the public relations operation for Guild Films and NBC Films in New York.

With great regret, Chese announced that Radio-TV Programming editor at WGN, who will leave the staff of BMW on May 25, to devote more time to free lance writing and other interests. However, News Editor, private life, the wife of record company exec Joseph Caddell, will continue to contribute to BMW's editorial columns when Bill Sachs is handsily joined, the Music department in January 1948 and is known to all deejays as the writer of Vot Vox and many other features. Sachs has created and is asked for by jockeys and other broadcast programming personnel.

Biro to New York

Bundy's functions will be taken over by Nicholas Biro, currently BMW's Midwest News Editor in Chicago, who joins the New York staff effective May 9. In addition to becoming a full member of the music news team, Biro will assume responsibility for the Radio-TV Programming department and the functions formerly handled by Miss Bundy. Biro joined The Billboard in 1956 as a reporter in the Coin Machine department, and in December was promoted to Midwest News Editor.

The Chicago area will be covered for BMW by Steve Schickel, commercial editor at WGN, who had a previous tour of duty in Chicago with this publication as a reporter, from 1953 to 1956. Since then he has been at WGN as a staff writer, WGN, record editor of the Chicago Tribune, and Mercury Records press chief. Schickel currently is news editor at WGN.

All other BMW editorial personnel retain their present functions. Ren Gravatt as Merchandising Editor, Aaron Sternfield as Coin Machine Editor, Lee Zhitto as West Coast News Editor, Mildred Hall as Chief of the Washington Bureau, and Bill Sachs as Executive News Editor in Cincinnati.

NEW YORK—Robert O'Brien this week resigned from the sales and promotion staff of Mercury to join Caddem Records as national sales manager. O'Brien joined The Billboard in 1955 and at the time of his departure was the sales manager with prime responsibility for album and equipment advertising sales. Among his previous employers and records as the national sales manager for the company and Capitol Records, O'Brien was the owner of the Haynes-Griffin retail operation from 1950 to 1954.

IN THIS ISSUE OF BMW: JUKE BOX TRADE SURVEY

CHICAGO—Billboard Music Week's 1962 Music Machine Survey and Music Operators of America special section on Page 52, the survey examines the economic condition of the juke box industry, trends in music machine programming, record buying habits of operators, and lists the top-earning artists and records. The survey is a must-read for anyone concerned. Full pre-convention coverage of the MOA show is carried in the section, with the complete program, exhibit listings and probable highlights. Communications center for the convention (May 6-8) will be at the Alhambra Hotel, where a booth on the Morrison Hotel convention floor, BMW will operate a paging service for conveniences, receive incoming telephone calls and taking messages.

NEW POSTS

Gold Import Co-Ordinator,
Bruce Rack Mgr. at Mercury

CHICAGO—Two distinct but increasingly important trends in record merchandising are illustrated by a pair of Mercury Record Corporation appointments last week.

Don Gold, well-known music writer and public relations consultant, was named co-ordinator of imported music, and Richard (Dick) Bruce was named national rack sales manager.

Both are newly created posts and both men will serve on all three levels in the organization—Mercury, Phillips and Smash.

In announcing the appointments, Mercury executive vice-president, Irwin Steinberg, took cognizance of changes in both areas.

He noted the appointment of Bruce is part of Mercury's recognition of an extension of those areas through which records can be sold. "The rack phase of the business requires special attention and special knowledge which Mercury has acquired through this appointment," Steinberg said.

The Gold appointment reflects Mercury's increased activity with foreign music. Steinberg said the vast foreign library of music now

available to Mercury through its license agreement with Philips Phonographic Industries of Baar, Holland, has created a need for such a staff position.

Varied Duties
Among Gold's duties will be reviewing of imported tapes, research recommendations on marketing and artwork, and serving as consultant on album liner and sleeve copy.

Gold was formerly an editor with Show Business Illustrated, associate editor with Playboy, and managing editor with Down Beat. He has his own radio program on WFMT, Chicago's "fine arts" FM station, has conducted classes in music appreciation at Columbia College here, and has written numerous articles on music for magazines and newspapers.

Bruce has been a national promotional director of Mercury albums and is former Midwest regional sales manager. He will work closely with the sales managers of the three labels, Kenny Myers, Mercury; Lou Simon, Phillips, and Charlie Pach, Smash, and co-ordinate with the field staffs of all three.

MANUFACTURERS' BRIEFS

Artia Inks Russian Pact

Artia-Parliament have renewed its exclusive contract with Mezhnkia, the USSR trade company responsible for the export of all recorded music. The contract negotiations were carried out by Artia executives J. Jay Frankel, Peter Sutro and Howard Singer during a recent visit to Moscow. The deal calls for the exclusive import on tapes or records for a period of five years of all recorded music produced in the Soviet

Union as well as control of recordings made by Soviet artists on a world-wide basis. The deal also provides for the importation of American recordings into the Soviet Union tentatively scheduled to start at the end of 1962. Firm also carried out a similar deal with Czech record industry.

Premier Opens N. J. Plant

Premier Albums has opened a record pressing plant in Clifton, N. J. Premier, headed by Phil Landwehr, makes budget albums under the Coronet, Celebrity, Parade and Twinkle labels, as well as the regular price lines Directional Sound and Baronet. Plant contains modern pressing equipment, and was designed by John Halko, Vice-president in charge of plant operations.

Maxin to Talk to AWRT

Arnold Maxin, president of MGM Records, will be guest speaker at the dinner meeting Tuesday (15) at the Philadelphia Chapter of the American Women Radio and Television. Fran Murphy, executive assistant to Ed

Hi Records Signs 5-Yr. Pact
With London Distrib Network

By SAM CHASE

NEW YORK — The changing position of the independent record producer was underlined this week when Hi Records of Memphis re-pacted London's American Group as its distributor. The new five-year contract renews after three successful years under the expired contract.

Significantly, in a simultaneous deal, Hi resigned its leading artist Bill Black. The two deals run parallel and are inter-related.

In today's hard-sell record market, the indie producer has a much harder job profiting from his product than five years ago. When releasing his own product, he is faced with the fact that it is tougher to make a local hit break nationally and, if it does, to realize a sale near the size that was common half a decade ago. Under the circumstances, selling masters has been the easy way out for many.

Others, like Coughi of Hi, who had confidence in their product, looked for a way in which they could retain an interest in their recordings through a reciprocal deal with a national distributor, in which both parties has responsibility and rights clearly spelled out. The success of Hi's deal with London thus marks a significant step forward that may point the way to a further evolution in producer-distributor relationships.

Advances & Guarantees

The new London deal, for example, covers guarantees and advances to Hi that run over six figures, while providing London with exclusive world-wide rights.

Barkey, MGM Philadelphia distributor and program chairman for the local AWRT, arranged for Maxin's appearance. His topic will be "Phonograph Records' Contribution to the Culture of the World."

Abramson Opens A-1 Studios

Herb Abramson, vet record man, has opened the A-1 recording studio in New York City. It is located in the old Atlantic Records headquarters on West 56th Street. Studio can handle musical agreements up to 14 pieces, and is equipped with facilities for 14 mixes on four channels.

Johnson Columbia Ed. Mgr.

Frederic Johnson has been appointed to the post of manager, educational department of Columbia Records Sales Corporation. (Continued on page 30)

Obviously, the exact amount offered producers would vary with the track record. But the result is a certain financial security for the indie producer and a chance to concentrate on getting out product; in fact, the terms of the contract obligate him to turn out a stipulated number of sides in a given period. This, in turn, assured the distributor of a consistent flow of product from a proven source.

Another object of the contract calls for a payoff on a straight royalty off the top on every record sold, based on gross. This eliminates the usual method of paying off only after evaluating profits per record following deduction of overhead, advertising and similar items which are subject to many kinds of interpretation by accountants and have led to innumerable suits.

Leon Hartstone of London and Walt McGuire, head of the American group, were particularly proud, in this situation, of the fact that their kind of deal avoids any danger of violating the deal between producer and distributor.

G. Wallichs Elected
RIAA Prexy; New
Officers Installed

NEW YORK — Glenn Wallichs, Capitol Records chief, is the new president of the Record Industry Association of America, Inc. He was elected at the annual meet last Wednesday (3) of the RIAA, whose membership accounts for more than 80 per cent of all the records sold in the U. S.

Also elected to office were David Kapp (Kapp) first vice-president and assistant treasurer, and — as vice-presidents — Sam Clark (ARC-Paramount), Archie Bleyer (Carnegie), Jack Holzman (Elektra) and Ira Mosk (Synthetic Plastics).

Re-elected to office was John Stevenson (Young People's Records) as treasurer; Henry Brief, executive secretary, and Ernest S. Meyers, general counsel.

The new RIAA board of directors — expanded this year from seven to nine — includes Moses J. Folsky, Irving Berlin (Mercury), Leon Hartstone (London), Goddard Lieberman (Columbia), George Marek (RCA Victor), Sam Meltzer (Westinghouse), Paul Wecker (Colpix), and Randy Wood (Dot).

ference with or get involved in producer-artist relationships.

Distrib Himself
Coughi commented that he made his first distribution contract with London very carefully, with the benefit of experience he had himself as a distributor up to that point. Coughi, a spouse of the Memphis "musty-core" scene, also operates the Royal Recording Studio (Pop); the city's largest one-stop (Pop) record store, 75-box juke route (Poplar Tunes Music Company); one of the largest retail record stores in town (Poplar Tunes Record Company); and, of course, Hi Recording Corporation.

London moved into the distributing area for indie producers in 1957, since which time they have signed over 130 different producer agreements resulting in the release of some 400 singles and 25 LPs on about 100 labels. London has five exclusive distributors on U. S.-produced indie records of over \$10 million.

There are three primary deals that McGuire makes. These range from acceptance of individual masters for distribution, through exclusive deals covering all product of specific artists, to an ultimate — exclusive distribution of all product turned out by a producer. This flexibility permits him to pact veterans as well as newcomers.

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The Music-Record Marketer



"THE NATION'S BEST SELLING RECORDS"

Dot, BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16349	Willing And Eager/Quando, Quando, Quando	PAT BOONE
<input type="checkbox"/> 16333	Cinderella	JACK ROSS
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16306	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN
<input type="checkbox"/> 16331	Twistwatch	THE STRING-A-LONGS
<input type="checkbox"/> 16346	Stronger On The Shore/Memories Of Maria	BUDDY MERRILL
<input type="checkbox"/> 16355	I Can't Stop Loving You/Born To Lose	TAB HUNTER
<input type="checkbox"/> 16343	Too Young To Love/Hello, Lonesome	DALE THOMAS
<input type="checkbox"/> 16344	Take These Chains From My Heart	WARREN STORM
<input type="checkbox"/> 16347	It's Hard But It's Fair The World's Greatest Man Sweet Little Loveable You	WINK MARTINDALE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16320	Glad Rag Doll	JOHNNY MADDOX
<input type="checkbox"/> 16338	Confidential/How Deep Is The Ocean	KEELY SMITH
<input type="checkbox"/> 16337	People Will Say We're In Love (The Answer To) You Better Move On	DEBBIE REYNOLDS
<input type="checkbox"/> 16312	I'll See You In My Dreams	PAT BOONE
<input type="checkbox"/> 16339	Dancing On The Ceiling/I Cried	DOODIE STEVENS
<input type="checkbox"/> 16345	Theme From Parkwood/The Parkwood Twist	THE STARLITERS
<input type="checkbox"/> 16342	Honky Tonk Twist/I Went A Gittin'	JO ANN CASTLE
<input type="checkbox"/> 16341	I Wanna Boogie/Angel Please	JIMMY ANDERSON
<input type="checkbox"/> 16350	Do Yourself A Favor/We're Goin' Back	JACK LARSON
<input type="checkbox"/> 16351	Where Is The Boy Tonight/On The Wagon	THE CHARMAINES
<input type="checkbox"/> 16352	Show Boat/I Need You	FLOYD ROBINSON



Billy Vaughn

NEW RELEASES

CONTINENTAL MELODY

B/W

BORN TO BE WITH YOU

#16359

MONO	STEREO	ARTIST
<input type="checkbox"/> 3434	<input type="checkbox"/> 25434	YOU BETTER MOVE ON • Arthur Alexander
<input type="checkbox"/> 3431	<input type="checkbox"/> 25431	HIS GREATEST HITS • Vaughn Monroe
<input type="checkbox"/> 3430	<input type="checkbox"/> 25430	12 GREAT HITS • Thurl Ravenscroft Singers
<input type="checkbox"/> 3429		CINDERELLA • Jack "Happy Jose" Ross
<input type="checkbox"/> 3428	<input type="checkbox"/> 25428	YOUNG WORLD • Lawrence Welk
<input type="checkbox"/> 3425		MILLION \$ MUSIC • Various Artists
<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Billy Vaughn
<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH
<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • Lennon Sisters
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS' SISTER'S GREATEST HITS
<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale
<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • B. Vaughn
<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SANTONIO ROSE • The Mills Brothers
<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN • HIS GREATEST HITS
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3355	<input type="checkbox"/> 25355	POLYNESIAN PERCUSSION • George Cates
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS • Billy Vaughn
<input type="checkbox"/> 3342	<input type="checkbox"/> 25342	CHAMPAGNE MUSIC • Lawrence Welk
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • The Mills Brothers
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan
<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds



Arthur Alexander

WHERE HAVE YOU BEEN

B/W

SOLDIERS OF LOVE

#16357

MONO	STEREO	ARTIST
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY • Louis Prima, Keely Smith
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3200	<input type="checkbox"/> 25200	VOICES AND STRINGS • Lawrence Welk
<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS' GREAT HITS
<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS • Billy Vaughn
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR OUT • Pat Boone
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILVER MOON • Billy Vaughn
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 30540	<input type="checkbox"/> 250540	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BAND • Eddie Peabody
<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR • Sound Track
<input type="checkbox"/> 9500	<input type="checkbox"/> 25000	THE FIVE PENNIES • Sound Track

MAIL NOW TO YOUR NEAREST **Dot** DISTRIBUTOR
OR WRITE: **Dot**, RECORDS, INC., 1507 N. Vine St., Hollywood 28, California

See Korvette's Catalog Depth As Key to Discount's Future

NEW YORK—The forthcoming opening of Korvette's new Fifth Avenue store here with its large record department is looked on by a number of key executives as a major portent for the future. For the new Korvette disk department, it is reliably reported, will carry much more than cream items, and will have a broad catalog selection.

Over the past year there has been a great widening of the type of records carried by discount houses. Korvette's stores in New Jersey and Pennsylvania have expanded their stock from best sellers only to catalog LP's. The expectation that the Fifth Avenue establishment will have an even broader record stock than the country stores, is looked upon as a spur to an expansion of stock by discount houses across the country.

The reason for this is the great growth of the Korvette chain as a retail record merchandiser over the past few years. According to many top executives, Korvette is now one of the big three among record merchandisers, the other two being Record World and Sears. More than that, it is understood Korvette record departments are being run at a profit.

Manufacturers have long been concerned about their catalog merchandise as discount houses have grabbed a large share of the retail record market. Until recent years, stores, either run internally, or as leased departments by rack jobbers, have stressed the cream items and by-passed or ignored much of the

catalog merchandise. The tough competitive situation for many of the old line dealers, who always sold catalog items, also disturbed the larger LP manufacturers. The possibility that the large chains and discount houses may spread out to carrying broader stocks is a pleasant vista for these firms.

Another ramification of Korvette's growth, is that the firm has done it with its own disk operation, which is headed by Dave Rothfeld. There are many trade observers who feel that more and more department stores, and discount houses, will be in the future

turn to their own operation, rather than use rack jobbers or lease out their record departments. As an indication of this, one very large department store chain, which has not been in recent years a factor in the disk business, is looking right now for a man to head a new retail record operation for its chain of stores in New York. There is a feeling on the part of sales managers of the large firms, that the more large outlets become successful with record departments run by outside personnel, the more they will consider operating their own disk departments.

Indie Disk Makers Purchase Key Hot Masters Getting Local Action

NEW YORK — A lot of hot master purchases have been made over the past few weeks, with one of the master sales reportedly bringing the producer an estimated \$9,000. This large sum was reportedly paid by Morris Levy of Roulette, to Tim Tormey of Artists Producers in Pittsburgh for the dishing "Need You," by Johnny Jack on Ricky Records, a BMW "Breakout" in Pittsburgh in April.

Larry Urali of Mr. Peacock purchased a master from Bolo Records of Seattle called "J.A.J." by the Dynamics. United Artists purchased a new disk that was a Philadelphia "Breakout" in the BMW April 28 issue. Record is "Just One Kiss" by Shelton Dunsen on Lyric. It was made by Phil Klotz of L.A. Charles L.A. also made a deal with Jesse Snyder of Renner Records in San Antonio to buy the master "Linda Lou," by the Traits.

Capitol picked up the master of "Life's Problems" by Elton Anderson on the Lanor label, from Lee

Laverne of Port Church, La. Kapp Records bought a master, "King of Wealth" by Mike Joseph from the Tara label of Chicago. Source here says that the master was sold by the Red Ryders from the B-W Music firm in Wooster, Ohio. And Chess purchased a master by the Golden Teapots from Charles and Opal Lantz of Lantz Productions of Canton, Ohio.

'GOOD LUCK CHARM' Gladys Sues Arch Over Hit

NEW YORK — The simmering dispute over the publishing rights to Elvis Presley's current smash "Good Luck Charm" reached the courts this week. Gladys Music started an infringement suit against Aaron Schroeder and Wally Gold and Arch Music over the answer tune to "Good Luck Charm," called "Don't Want to Be Your Good Luck Charm." This version of the tune was issued on Capitol Records, who was also enjoined in the suit. Suit was filed in Federal Court last Friday (27).

Meanwhile, Schroeder and Gold, who wrote "Good Luck Charm," initiated a suit in State Supreme Court against Gladys Music, Presley Music, Elvis Presley, ASCAP and RCA Victor for a declaratory judgment for the establishment of Arch Music's title to the song "Good Luck Charm." Gladys Mu-

COLUMBIA GETS 1/2 PAST WED.'

NEW YORK — Columbia Records picked up the recording rights last week to the original-cast album of "Half Past Wednesday," the old show which recently played off-Broadway. Show, based upon the fairy tale "Rumpelstiltskin," features a score written by Bob Colby, lyrics by Colby and Nita Jonas, and a book by Anna Marie Barlow. Diskery started cutting the show last weekend, and it is expected to be released soon.

UA's Matthews to Musicor Records

NEW YORK—Eddie Matthews, a member of United Artists' records a.s.r. department, is reported to be moving over to Musicor Records, the record label owned by Aaron Schroeder and distributed nationally by the UA organization.

Principals could not be contacted, but it's known that Schroeder, who also is a publisher with major BMI and ASCAP holdings, has temporarily lost his right-arm man, Wally Gold, to a long siege of sickness, and Matthews may fill in both Gold's slot and a new position of his own overseeing the accelerated a.s.r. activities at Musicor.

MGM Mounts Singles Drive

Includes Records on
Verve, Choro, Parker

NEW YORK — MGM Records has embarked on an all-out singles drive with current releases encompassing four different labels, all distributed through the MGM distributor network. These include new releases on the parent label as well as on Verve, Choro and Charlie Parker Records.

The disks include new product by Connie Francis, Conway Twitty, David Rose and Richard (Doctor Kildare) Chamberlain, all on MGM; Jimmy Smith on Verve and Elmer Bernstein on Choro. The Charlie Parker label singles include sides by Cozy Cole, Joe Carroll and Mundell Lowe and all labels.

Sales chief, Andy Miele, announced that all disks are getting heavy local promotion, while national promotion men, Julie Rifkin and Buzzy Willis, are making the radio station scene around the nation, setting up contests and promotions.

(Continued on page 51)

April '62 Best Ever for Epic

NEW YORK—Epic Records had the greatest month in its history in April according to Len Levy, national sales manager for the firm. The high volume, says Levy, was due to the strong sales of the firm's George Maharis single, the Lester Lanin Twist LP's, the Dr. Feelgood (Piano Rock) single and the release of Epic's current classical sales program.

Levy said that Maharis' single, "Torch Me Tonight," was selling solidly, and the initial orders for the TV star's new LP broke all records for initial sales of an Epic LP. The special 20 per cent discount on classical LP's and the 10 per cent discount on April pop items also helped rack up heavy orders.

Meanwhile, Epic has been busy signing new artists. Jimmy Breedlove has been signed for Okie Thumbs Carlyle and the Giny O'Boyle were signed for Epic. Les Paul is producing the Carlyle's first Epic disk.

Coral Designates Pete Fountain Day

NEW YORK — Coral Records has selected Friday (11) as Pete Fountain Day. A special promotion surrounding the day will serve to introduce Fountain's newest album, "The Fountain's Music from Discs." Dealers are being offered an incentive plan covering the new release and Fountain's 13 catalog albums.

Coral field men are being equipped with sales kits and will service customers with 10-play, picture-mounted album covers, lithos and four-color display arrangements suggestions. A sampler of selections from each Fountain album is also to be made available to key radio outlets for saturation programming on the special day.

Merc Summer LP Sales Plan

Consumer Guarantees,
15 for 100 Features

CHICAGO—Mercury launched its summer album sales program last week including:

- A May release of 16 LP's, ranging from popular through jazz and classical and featuring such acts as Brook Benton, Ray Charles, Damin Jo, Buddy Morrow, Antal Dorati and others.

- A guarantee plan on all Mercury's 1962 catalogic film products, including its f35d Pre-Presence Sound series.

- A series of merchandise deals on the entire Mercury catalog.

The 35mm. guarantee plan extends through June 15. Mercury is issuing a certificate stating that if the 35mm. album does not have the best sound the customer has ever heard on a record, he may return the album direct to Mercury and get any two 45's in the Mercury catalog in exchange.

The May release includes a discount of 15 albums free with the purchase of every 100. A new merchandising kit backs up the entire summer sales program. Included is a full-color framed display, 32 by 48 inches, broadcasting the guarantee message. Additionally, there is a full-color banner, brochure, box index cards, direct eazels and a 16-page consumer brochure on the 35mm. recordings.

The nation's juke box operators have voted Connie Francis as the artist whose records brought in the most revenue for them last year, according to the 1962 Music Machine Survey conducted by Billboard Music Week. For complete details, see Page 37.

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Coin Machine Operating

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Special MOA Convention Section

Plus Billboard Music Week 1962 Music Machine Survey, Starts on Page 52.

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supplying you with

- Hall of Fame Series
- Playtime Records
- Special Operator Packs

THE RIGHT PRODUCT
THE RIGHT SERVICE
COLUMBIA RECORDS 

This One



NEW ON THE
TOP LP'S

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126. **ALL AMERICAN**
Original Cast, Columbia KOL 5760
127. **BOBBY DARIN SINGS RAY
CHARLES** . . .
Aces 140
128. **THE MIDNIGHT SPECIAL** . . .
Harry Belafonte
Mercury, Columbia, C 3410
129. **MOON RIVER & OTHER
CREAM RIVER THEMES** . . .
Marilyn Bergman, Columbia CS 1065
130. **KING AND I** . . .
Sound Track, Capitol W 740

STEREO

40. **"S. CONTINENTAL"** . . .
The Four Tops, Motown
Columbia CS 8076
41. **STATE FAIR** . . .
Sound Track, Decca LP 2901
42. **STREET OF THE SHORE** . . .
Mr. Actor Bill, A&M 80 120

Distributors Seek New Means
To Combat Truck 1-StopsPeddler's License a Potent Weapon
But Situation Continues as Serious

CHARLOTTE, N.C.—Peddler's license, or the lack of them, have become a factor of substance in the disk distribution activities here. Trade local distrib pressing hard to figure out ways and means of knocking out out-of-State competition, is reminiscent of a similar situation which obtained for a time last year in Richmond, Va., when out-of-State rack jobbers became especially active in that area.

According to Phil Dolberg, head of Bertoff Distributors here, a Pittsburgh one-stop with a truck fleet has been making serious inroads on the operator and dealer business here. "But," says Dolberg, "it's really just a sign of the times, I guess. Our territory is already being served by a whole flock of out-of-Staters from such places as Richmond, Detroit, Providence, Atlanta and probably a host of others."

The truckers reportedly call on a number of operators and dealers at their homes and sell merchandise out of the back of the vehicle. "This has made possible in some cases moving the guys out because

they don't have a peddler's license," said Dolberg. "A new license costing from \$3 to \$10 is required each time a seller returns to the area. That has been a big cost, not so much in the city itself, where we distributors are doing all right with our accounts, but in the outlying areas where it's more difficult to maintain service."

The situation has grown so serious, that at least one of Dolberg's prime salesmen, Harold Hansen, quit his job recently to take a position with WBT, leading local radio station. Hansen was known to have quit because of what were called "encroachments on our business from out of the Carolinas."

The Pittsburgh firm, known as Mobile Records, has been selling singles for 65 cents, but in some cases the price was 58 cents when an old stock was traded in against the new one. Some of the local distributors have retaliated by cutting their price to 55 cents per record. Some truckers have reportedly selling singles as low as 40 cents.

Radio Fancie for
Big Band Revival

NEW YORK—"The 'Big Band Era' of the '30's and '40's may be due for a revival this year. At any rate, a flock of stations across the country are doing their best to bring back such a trend, via a flock of special big band shows and promotions."

Stations participating in promotions designed to "bring back the bands," include WIND, Chicago; WAWI, Dayton, Ohio; KTTV, Hollywood; KFI, Los Angeles; WGSS, Miami; KPHO, Phoenix, Ariz., and WRCV, Philadelphia. At the same time, the current trend toward more "good music" programming and the growth of stereo FM means that more and more big band sides will garner air exposure, since this kind of wax is a basic component of both "good music" formats and stereo FM libraries.

Big Band Contest

Station WAWI, Dayton, Ohio, is currently conducting a big band contest. Local high school bands from 30 high schools are competing for prizes, including a one-night gig in a local club, and \$500 to be held Tuesday (13). Ralph Marterie and his band will perform at the grand and Marterie will "sit in" with the winning band.

Station WAWI has programmed big band music for the past seven years, and music librarian Fran Williamson reports: "We find a

times it is hard to replace some of our treasured records because they were replaced by discs released by 'roll.' In keeping with its format, WAWI co-sponsored a Harry James concert at Memorial Hall March 1. A couple of weeks later, WJLB, Chicago, staged a 30-hour "Big Band Bash," during which time it played only "Big Band" hits from the swing era. Also on a big band night is WGWS with its monthly musical spectacles, featuring "Big Band" greats. Benny Goodman was featured April 2. Count Basie and Glenn Miller are among those slated for "spectacular" treatment shortly.

Big Band outlet WRCV, Philadelphia, sponsored another live big-band remote May 1, with a two-hour show (8-10 p.m.) from the stage of the Wayne Theater in Wayne, Pa. The show (featuring Bob Eberle, Jackie Davis, and the Eddie Bigham orchestra) was emceed by the great and famous Kinnaird and Pat London, both former sidemen with the Dorsey's.

Starting July 5 and running through the summer, WRCV will carry band remotes from the Four Chefs Restaurant, with Jack Pyle as emcee. The Thursday (10-11 p.m.) broadcast will feature such bands as Ray McKinley and the Glenn Miller orchestra, Sy Zentner, and Buddy Morrow.

Reminer When Name bands and vocalists are the feature attraction of a new format adopted by KPHO, Phoenix, Ariz., last month. The Sound of Music at KPHO features such bands (15-minute sets for each rock) and "The Sound of Music" which is spotlighting "music characteristics" of various eras of the music world."

Video Station KTTV is readying a new series of monthly hour-long spots, "Music and More," which will be syndicated (on videotape) to stations across the country. The four-day schedule (12 top bands, with Stan Kenton and Lex Barker starring in the initial segments.

Houghton, Mifflin
Education'l Distrib
For Caedmon Co.

NEW YORK—Caedmon Records has worked out an agreement with the book publisher Houghton and Mifflin for the book firm to be exclusive distributor for the spoken word diskery in the educational field. Houghton-Mifflin will handle the Caedmon LP line for sales to schools, colleges, libraries and book stores in the U.S.

The agreement was negotiated by Barbara Holdridge and Marianne Montel of Caedmon, and William E. Spaulding of Houghton. It commences May 1, 1962. The Caedmon line consists of spoken word waxings of poetry, plays and literature, and the firm is also tapping into the foreign language field as well. Total LP line is over 200 recordings. Caedmon is sold in Europe by Philips, and in Japan, India, South Africa and South America.

Col. Midwest Meet

MILWAUKEE—A sales clinic, April 30, at the Morley-Murphy Company drew a full complement of Midwest record distributors, regional and national sales and promotion executives. Purpose of the session was to discuss the latest in marketing and early summer promotional plans.

Larry Owens, Chicago, Columbia's regional manager, outlined the plans. Others attending included Bill Farr, Morley-Murphy's Midwest photograph record department sales manager. Morley-Murphy staffers on hand included Henry Aubuchon, Jack Freeman, Wile, Pat Brogan, Gordon Krahn and Les Lercher.

Host of the one-day conference was Bill Farr, Morley-Murphy's Midwest photograph record department sales manager. Morley-Murphy staffers on hand included Henry Aubuchon, Jack Freeman, Wile, Pat Brogan, Gordon Krahn and Les Lercher.

Reminer When Name bands and vocalists are the feature attraction of a new format adopted by KPHO, Phoenix, Ariz., last month. The Sound of Music at KPHO features such bands (15-minute sets for each rock) and "The Sound of Music" which is spotlighting "music characteristics" of various eras of the music world."

Video Station KTTV is readying a new series of monthly hour-long spots, "Music and More," which will be syndicated (on videotape) to stations across the country. The four-day schedule (12 top bands, with Stan Kenton and Lex Barker starring in the initial segments.

WEEKLY MARKET ANALYSIS

• Continued from page 1

deejays as Porky Chedwick on WAMO (also known here as Whammo), Mel Hall and Larry Allen on KQV, and Clark Race, who does a teen boy-type of diskery weekly on KQK.

Highlighting the single record consciousness of the city, deejay Chedwick, who plays a generous amount of rock and r&b material on his show, along with his manager, Tim Torne, former distributor, will put on a hefty offering of in-person rock talent Friday (11) at the Civic Arena.

The talent roster, which strongly resembles that of one of Irving Fiske's touring Super Shows, includes Jackie Wilson, the Coasters, the Drifters, Sam Cooke, the Shirelles, the Flamingos, the Skyliners (a local group that made good), the Marvelkets, the Carousels, Ketyl Lester, the Castles, Bo Diddley, the Angels, Gene Pitney, the Five Fives, the Turbans, the Five Satins and Hank Ballard.

New records getting strong local action include "A Woman Is a Man's Best Friend" by Teddy and the Twilighters on Swan; "Soft Guitar" by Bob Rain on the Radiant label and "I Love You Sherry" by the Enchantments on the Gene label. Business is good out of town for at least one local operator, Mobile Records, now covering the Southern territories with a fleet of trucks which call on juke box operators and dealers (see separate story). The firm is also said to have the local operator scene well in tow.

Miami Craves Unreleased Disk

MIAMI—The motion picture "Rome Adventure," which opened here last week, has stirred a hefty demand for a disk which was not yet available in stores at press time. Tune is "Al Di La," and the wanted version is the sound-track dishing by Emilio Pericoli on the Warner Bros. label.

Singles in the Greater Miami area were noted last week as having dipped somewhat from strong sales pattern developed during March and April. According to Dave Shedd of Southern, leading distributor and one-stop in the sector: "It's traditional for us. The tourists are lightest here in May and early September and that's the time the record business is at its lowest ebb."

The Miami area has, until now, been unusually free of rack interests, particularly those from out of State. There is some indication now that this may soon change, with rumors circulating last week that rack operators from such faraway places as New York, Washington and Detroit may soon be moving in.

Mike Spector, local dealer in nearby Coral Gables, who has long urged on dealers the idea of expanding through their own leased department in other outlets, did just that himself last week. Spector's initial move into the field came via a complete record department, including a staff of three in the "Farmers' Market in West Palm Beach. Spector said: "I've got my eyes on a number of other spots and I hope to make additional moves soon."

L. A. Sales Showing Surge

HOLLYWOOD—Record sales rallied here last week, paced by a healthy surge in singles business, to continue this market's slow but sure upward climb. Sales here had reached the year's peak during March, but buckled under the one-two punch of Easter and taxes during April, and now appear to be edging back to the March level.

Singles business, according to a BMW dealer survey, already has reached March proportions, thanks to a much-needed shot in the arm from a new crop of strong sellers. These include Dave "Rock" Striper, which broke here first several weeks ago, and now has become the top seller in the area. Others are Johnny Crawford's "Cindy's Birthday," Elvis Presley's "Follow That Dream," Rene and Ray's "Queen of My Heart," the Metrolites' "Need Your Love" and the Howie Mandel "Can't Get Her." These, coupled with the chart riders, are creating gratifying building excitement for the retailers.

LP's are climbing back in sales, but the return is slower. The combination of the slump in the best-seller sales picture here since the pre-Easter period.

Victor Album Name NAB Radio
Soap Premium Comm. Members

NEW YORK—RCA Victor has worked out a disk promotion deal for the Purex Soap Company, which will introduce one of the biggest disk premiums ever offered by the soap industry. Details of the offer, an RCA Victor High Fidelity LP will be printed on wrappers of 50 million Sweetheart Soap boxes sold in the U.S.

The Highlighter LP is called "Great Songs of Romance" and it will feature tracks by Peter Nero, Al Hirt, Henry Mancini, Lena Horne, Norman Luboff, Three Suns, The Four Seasons, the Pops, Melachirio Strings, Della Reese and Morton Gould. A dollar and a coupon from a copy of the new red wrapper will enable consumers to receive a copy of the LP by mail.

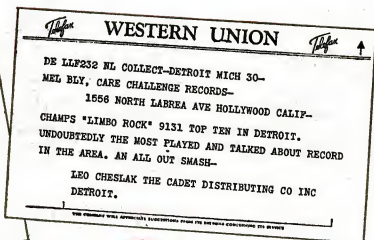
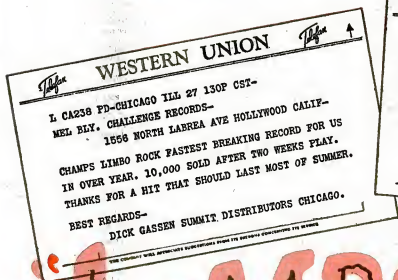
The offer will be advertised on

WASHINGTON—Seven leading FM broadcasters were named by NAB President "Doc" Collins (WABC) as members of the National Association of Broadcasters' 1962-63 FM Radio Committee.

Ben Brouse, president of WWOZ-FM, Washington, D.C., was named chairman. Other members will be N. L. Benton, WLOL-FM, Minneapolis; Everett L. Dillard, WABC-FM, Washington; Merrill Lindsay, WSOY-FM, Decatur, Ill.; Fred Rabell, KITT, San Diego, Calif.; Henry W. Slavick, WHCF-FM, New York; and Hans J. WLDL, Detroit. Strouse and Rabell are members of NAB's Radio Board of Directors.

TV commercials featuring Peter Wolf, as well as in national consumer magazines. There will also be point-of-sale material advertising the offer in supermarkets, etc.


A NATIONAL SMASH!



LIMBO ROCK

#9/31

Both The SINGLE And The ALBUM!



THE CHAMPS GREAT DANCE HITS

FEATURING

LIMBO ROCK

THE PONY CORRIDO
 BRISTOL STOMP CHA CHA CHA CHALYPSO
 THE STROLL BUNNY HOP HOKEY POKEY

#2513 Stereo

#613 Mono.

CHALLENGE RECORDS
 Distributed Nationally by
 Warner Bros. Records

ROCKIN' THE CHARTS &

PATTI BELL AND THE BLUE BELLES



I SOLD MY HEART TO THE JUNKMAN

NT #5000

ORDER NOW FROM YOUR DISTRIBUTOR

Albany
DELTA
Bob Denari
Atlanta
DIXIE
Howard Ball
Baltimore
GENERAL DISTR.
Henry Nathanson
Boston
DISC
Jack Seger

Buffalo
BEST
Joe Finter
Charlotte
MANGOLD
Cincinnati
A & I
Ike Klayman
Cleveland
M & S
Dennis Gannin

Chicago
ALL-STATE
Paul Gloss
Detroit
MUSIC
MERCHANTS
Hartford
TRINITY
Ed DiNallo
Hawell
ERIC
Earl Woolf

Indianapolis
WHIRLING
Los Angeles
BUCKEYE
Russ Regan
Memphis
MUSIC SALES
Miami
TOPPS DISTR.
Fred Marron

Milwaukee
JOHN O'BRIAN
Minneapolis
D & G
Dick Gruenberg
Nashville
SOUTHERN
Howard Allison
Newark
APEX-MARTIN
Joe Martin

New Orleans
CENTRAL RECO
Tony Panitta
New York
BETA DISTR.
John Holanka
Pittsburgh
FENWAY
Nick Gent
Philadelphia
SOL LAMPERT

Phoenix
SUNLAND
Oswaldo Venzor
San Francisco
ACME SALES
Olson Harrison
Seattle
C & C
Stan Joffe
St. Louis
RECORD MERCH.
Ship Gorman • Al Chetin

ROLLIN' UP THE HITS!

**RICKY
DEE
AND THE EMBERS**



Harold B. Robinson, former DJ,
WIBO, "Radio 99," recommends
this record as a Top 10 record
in the coming months.

WORKOUT

NT #5001

Best Wishes to the Music Operators of America
for a Successful Convention, and Thanks, OPS,
for all those plays . . .

Harold B. Robinson

THE IMPERIALS, THE CHANTELS, THE CAPRIS, THE FOUR
SPORTSMEN, RITCHIE THOMPSON, AND RICHARD ROME.

BOOKINGS:
MCA

EXCLUSIVELY:
NEWTOWN RECORDS

MANAGEMENT:
HAROLD B. ROBINSON

MUSIC AS WRITTEN

LATE ALBUM SPOTLIGHTS

COMEDY LP's	
The Astronaut (Kapp)	57
Behind the Button-Down Mind of Bob Newhart (WB)	110
• THE BICKERSONS (COL)	83
Joe Jimenez in Orbit/Bill Dana on Earth (Kapp)	83
Knockers Up (Jub)	22
• MOMS MABLEY AT GENOVA CONFERENCE (Chess)	215
Moms Mabley of the UN (Chess)	92
Mike Nichols & Elaine May Examine Doctors (Merck)	38
Sinational (Jub)	148
Songs for Sinners (Jub)	136
Rusty Rowner Bounces Back (Jub)	136
Woody Woodbury's Solocomics (Stereod)	141

Ahmad Jamal. Argo LP 691—Ahmad Jamal is back with another exciting album of jazz improvisations. The pianist is in top dramatic form building each of the seven selections with an eye to drawing the most out of not only the tune but the listening audience, which, on this album, was comfortably settled in Jamal's own club Alhambra in Chicago. The trio swings at a fine medium tempo three most of the set with "All of You," "Star Eyes" and "A Blues."

"MR. CONSISTENCY" Does It Again!



Fats

**D
O
M
I
N
O**

**"MY REAL
NAME"**

**"MY HEART IS
BLEEDING"**

#5833



IMPERIAL RECORDS
6425 Hollywood Blvd., Hollywood, Calif.
IN CANADA • LONDON RECORDS, Ltd.

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Thanks, Ops, for helping me
sell 100,000 records the first
week of my new release . . .

"Snap Your Fingers"

Joe Henderson

SNAP YOUR FINGERS

TODD #1072

Exclusively on Todd Records

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THE NEXT
#1 RECORD
IN THE
NATION

BILLBOARD MUSIC WEEK

NEW

ARGENTINA

- This Last
Week
1 **LA BALADA DADA TROMBA**
(Gustavo Furla) (Microdon)
Los Clava Latinos (Columbia)
Fermata
2 **POTRITOS LOS TEN TON**
(Columbia)
3 **LET'S TWIST AGAIN**
Chubby Checker (Fermata)
Richard Anthony (Decca)
4 **COME SEPTEMBER**
Billy Vaughn (Dot) Jose Carl
(Columbia) -Adrián Mañic
Fermata
5 **"DIE TEMPO I MAMA"**
Los Chichaleros (Victor)
6 **"GAUCHO PACHANGUERO"**
Carlos Argente (Music Hall)
7 **HAPPY BIRTHDAY SWEET**
SIXTENS (Victor)
8 **BRIGITTE BARDOOT** -Bart y los
titanes (London)
9 **YEA DANCE** -Yena da
Biva (Victor)
10 **NO EXISTE EL AMOR**
Adrián Celentano (Microdon)
Victor Villar (Columbia) -E.A.R.
Fermata
11 **"TE DESAFIO"** -Roberto Yanes
(Columbia) -Edmundo

"DR. KILDARE THEM"

- 19 **"DR. KILDARE THEM"**
Johnnie Spencer (Telefonos)
-Robina
20 **LET'S TWIST AGAIN**
Chubby Checker (Columbia)
21 **"MAIGRET THEM"** -Jon
(HMV) -Lanham Music
22 **"LET'S TALK ABOUT LOVE"**
Helen Shapiro (Columbia)
23 **"KING OF CLOWNS"** -Neil Sedaka
(RCA) -Alvin
24 **LET'S ME WARM AND**
TENDER -Paul Anka (RCA)
25 **"TILL ME WHAT HE SAID"**
Helen Shapiro (Columbia)
26 **"LOVE & BEACHWOOD"**
27 **SLOW TWISTY** -Chubby
Checker (Columbia) -Major
28 **"LOVER PLEASE"** -Veronica
Girls (Decca) -Vian Mogul
29 **CRUMBS ARE MY BEAT**
-Sandy Nelson (London)
30 **YOUNG WORLD** -Jack Nelson
(London) -Sydney Bron
31 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

DENMARK

- (Courtesy Sax Musikbureau, Copenhagen)
1 **"TE DESAFIO"** -Roberto Yanes
(Columbia) -Edmundo

AUSTRALIA

- (Courtesy Music Maker, Sydney)
1 **MOON RIVER** -Henry Mancini
(RCA) -Chappell
2 **WINTER** -The Overalls
(Decca) -D. Davis
3 **NUT ROCKER** -B. Bumble
& the Stingers
4 **WONDERFUL** -The Shadows
(Columbia) -Belinda
5 **GOOD LUCK CHARM** -
Bon Fraser (Mercury)
6 **"I'VE BEEN EVERYWHERE"**
Lucky Starr (Polygram) -Belinda
7 **CHERRY LIPS** -Jack Rose
(Columbia) -No Publisher
8 **CHERRY LIPS** -McDonald
(Liberty) -Belinda
9 **DREAM BABY** -Roy Orbison
(Liberty) -Audi
10 **MULTIPLICATION** -
Bobby Darin (Columbia)
11 **HANDSOME GUY** -
Dick Lory (Liberty) -No
Publisher
12 **"SING"** -Johnny O'Keefe (Ledson)
-Booney & Hawkes
13 **AFRICAN BEAT** -
D. Davis
14 **MIDNIGHT IN MOSCOW** -
Kenny Ball (Py) -Essex
15 **PELOTA** -The Chameleons
Billy Jay and the Chameleons
(London) -Leds

BRITAIN

- (Courtesy New Musical Express, London)
1 **"WONDERFUL** -Linda Shaw
(Columbia) -Frances Day
2 **NUT ROCKER** -B. Bumble
& the Stingers
3 **"WHEN MY LITTLE GIRL IS**
SMILING -Jimmy Justice (Py)
-Alvin
4 **HEAVY BABY** -Bruce Channel
(Mercury) -Peter Maurice
5 **FEAR** -To Me PRETTY
-Brandy Lee (Brunswick)
6 **DREAM BABY** -Roy Orbison
(London) -Acetone
7 **LET'S TWIST AGAIN** -
Del Shannon (London) -Victi
8 **TWISTIN' THE NIGHT AWAY**
-Sue Cook (A&M)
9 **LOVE LETTERS** -Kitty Lester
10 **"WONDERFUL** -World of
the Young -Danny Williams
(HMV) -Leds
11 **"STRANGER ON THE SHORE"**
-Shirley Bassey (Mercury)
12 **"THE PARTY'S OVER"**
-Lorne Doonan (Py) -Chappell
13 **"NEVER GOODBYE"** -Lorne
Doonan (Py) -Major
14 **"WHEN MY LITTLE GIRL IS**
SMILING -Jimmy Justice (Py)
15 **EVYBRODY** -The Beatles
16 **CAN'T HELP FALLING IN**
LOVE -Elvis Presley (RCA) -
Major
17 **"AS YOU LIKE IT"** -Adam Faith
(Parlophone) -Major
18 **"Z CARDS"** -Johnny Keating
(Piccadilly) -Essex Music

FRANCE

- (Courtesy Les Disques, Paris)
1 **RETENS LA NUIT** -
Johnny Hallyday (Philips)
2 **LICON DE TWIST** -
Richard Anthony (Polygram)
3 **ALLIANCE** -Charles Aznavour
(Barclay) -Salut
4 **LE CHEMIN DE LA JOIE** -
C. C. (Mikado) (Polygram)
5 **PIPERMENT TWIST** -
Les Chaussettes Noires (Barclay)
6 **LE MIXICAN** -Les Compagnons
de la chanson (Columbia)
7 **LES BOIS DE MALEBINE** -
Jacques Bert (Barclay)
8 **ET MAINTENANT** -
Gilbert Becaud (Columbia)
9 **YA YA TWIST** -Patsy Clark
(Vogue) -Major
10 **CLAIRE DE LUNE** A
MAUBERGE -Barclay (Pathe)
11 **RETENS LA NUIT** -
Johnny Hallyday (Philips)

EIRE

- (Courtesy Dublin Evening Mail)
1 **"WONDERFUL** -Linda Shaw
(Columbia) -Frances Day
2 **DREAM BABY** -Roy Orbison
(London) -Acetone
3 **MARCH OF THE BAMBINE**
CHILDREN -Kenny Ball (Py)
-William
4 **CRYING IN THE RAIN** -Every
Brothers (Warner Bros.) -Alvin
5 **WHEN MY LITTLE GIRL IS**
SMILING -Jimmy Justice (Py)
-Alvin
6 **HEAVY BABY** -Bruce Channel
(Mercury) -Peter Maurice
7 **FEAR** -To Me PRETTY
-Brandy Lee (Brunswick)
8 **DREAM BABY** -Roy Orbison
(London) -Acetone
9 **LET'S TWIST AGAIN** -
Del Shannon (London) -Victi
10 **TWISTIN' THE NIGHT AWAY**
-Sue Cook (A&M)
11 **LOVE LETTERS** -Kitty Lester
12 **"WONDERFUL** -World of
the Young -Danny Williams
(HMV) -Leds
13 **"STRANGER ON THE SHORE"**
-Shirley Bassey (Mercury)
14 **"THE PARTY'S OVER"**
-Lorne Doonan (Py) -Chappell
15 **"NEVER GOODBYE"** -Lorne
Doonan (Py) -Major
16 **"WHEN MY LITTLE GIRL IS**
SMILING -Jimmy Justice (Py)
17 **EVYBRODY** -The Beatles
18 **CAN'T HELP FALLING IN**
LOVE -Elvis Presley (RCA) -
Major
19 **"AS YOU LIKE IT"** -Adam Faith
(Parlophone) -Major
20 **"Z CARDS"** -Johnny Keating
(Piccadilly) -Essex Music

FINLAND

- (Courtesy Sax Musikbureau, Helsinki)
1 **"TE DESAFIO"** -Roberto Yanes
(Columbia) -Edmundo

FLEMISH BELGIUM

- (Courtesy John Bo Magazine)
1 **LET'S TWIST AGAIN**
Chubby Checker (Columbia)
2 **"MAIGRET THEM"** -Jon
(HMV) -Lanham Music
3 **"LET'S TALK ABOUT LOVE"**
Helen Shapiro (Columbia)
4 **"KING OF CLOWNS"** -Neil Sedaka
(RCA) -Alvin
5 **LET'S ME WARM AND**
TENDER -Paul Anka (RCA)
6 **"TILL ME WHAT HE SAID"**
Helen Shapiro (Columbia)
7 **"LOVE & BEACHWOOD"**
8 **SLOW TWISTY** -Chubby
Checker (Columbia) -Major
9 **"LOVER PLEASE"** -Veronica
Girls (Decca) -Vian Mogul
10 **CRUMBS ARE MY BEAT**
-Sandy Nelson (London)
11 **YOUNG WORLD** -Jack Nelson
(London) -Sydney Bron
12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

FRANCE

- (Courtesy Les Disques, Paris)
1 **RETENS LA NUIT** -
Johnny Hallyday (Philips)
2 **LICON DE TWIST** -
Richard Anthony (Polygram)
3 **ALLIANCE** -Charles Aznavour
(Barclay) -Salut
4 **LE CHEMIN DE LA JOIE** -
C. C. (Mikado) (Polygram)
5 **PIPERMENT TWIST** -
Les Chaussettes Noires (Barclay)
6 **LE MIXICAN** -Les Compagnons
de la chanson (Columbia)
7 **LES BOIS DE MALEBINE** -
Jacques Bert (Barclay)
8 **ET MAINTENANT** -
Gilbert Becaud (Columbia)
9 **YA YA TWIST** -Patsy Clark
(Vogue) -Major
10 **CLAIRE DE LUNE** A
MAUBERGE -Barclay (Pathe)
11 **RETENS LA NUIT** -
Johnny Hallyday (Philips)

FRANCE (WALLOON)

- (Courtesy John Bo Magazine, Mechelen)
1 **LET'S TWIST AGAIN**
Chubby Checker (Columbia)
2 **"MAIGRET THEM"** -Jon
(HMV) -Lanham Music
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11 **YOUNG WORLD** -Jack Nelson
(London) -Sydney Bron
12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

HOLLAND

- (Courtesy Pathemuse, Amsterdam)
1 **THE YOUNG ONES** -Cliff Richard
(Columbia) -Basit
2 **HAPPY JOSE** -Cliff Richard
(Columbia) -Basit
3 **BELLA** -Tina Turner (Columbia)
(Philips) -Fermata
4 **CHERRY LIPS** -Cliff Richard
(Columbia) -Basit
5 **HAUSKA JOSE** (Happy Joe)
(Columbia) -Basit
6 **PICCOLA** -Tipparavan (Columbia)
(Columbia) -Basit
7 **"WHEN MY LITTLE GIRL IS**
SMILING -Jimmy Justice (Py)
-Alvin
8 **HEAVY BABY** -Bruce Channel
(Mercury) -Peter Maurice
9 **FEAR** -To Me PRETTY
-Brandy Lee (Brunswick)
10 **DREAM BABY** -Roy Orbison
(London) -Acetone
11 **LET'S TWIST AGAIN** -
Del Shannon (London) -Victi
12 **TWISTIN' THE NIGHT AWAY**
-Sue Cook (A&M)
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(HMV) -Leds
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19 **EVYBRODY** -The Beatles
20 **CAN'T HELP FALLING IN**
LOVE -Elvis Presley (RCA) -
Major
21 **"AS YOU LIKE IT"** -Adam Faith
(Parlophone) -Major
22 **"Z CARDS"** -Johnny Keating
(Piccadilly) -Essex Music

HONG KONG

- This Last
Week
1 **TOWN WITHOUT CITY**
-Gina Piny (RCA)
2 **GOOD LUCK CHARM** -
Elvis Presley (RCA) -Victor
3 **PAIDY** -Chubby Checker (Fermata)
4 **EVERBRODY TWISTIN'**
-The Beatles (Mercury)
5 **LET'S ME WARM AND**
TENDER -Paul Anka (RCA)
6 **"TILL ME WHAT HE SAID"**
Helen Shapiro (Columbia)
7 **"LOVE & BEACHWOOD"**
8 **SLOW TWISTY** -Chubby
Checker (Columbia) -Major
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-Sandy Nelson (London)
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(London) -Sydney Bron
12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

ITALY

- (Courtesy Musica & Dischi, Milano)
1 **"QUANDO QUANDO QUANDO"**
-Tony Ratti (VFP) -Ricordi
2 **LA FALOMA** -C. C. (Mikado)
(RCA) -Aberbach
3 **LIKE I DO** -Nancy Sinatra
(Ripstein) -Ricordi
4 **WHEELS** -Billy Vaughn (London)
5 **LET'S TWIST AGAIN**
Chubby Checker (GC)
6 **MOON RIVER** -Nino Fedenzo
(RCA) -Mikado (Polygram)
7 **MOLLENDO CAFE** -Mina
(Mikado) -Diplo Gaja
8 **LOVE ME WARM AND**
TENDER -Paul Anka (RCA)
9 **LUNA CAPRESE** -Connie
Francis (RCA)
10 **"LET'S ME WARM AND**
TENDER -Paul Anka (RCA)
11 **"LOCO LALO"** -Sergio Bruni
(Columbia) -Basit
12 **ET MAINTENANT** -
Gilbert Becaud (Columbia)
13 **YA YA TWIST** -Patsy Clark
(Vogue) -Major
14 **CLAIRE DE LUNE** A
MAUBERGE -Barclay (Pathe)
15 **RETENS LA NUIT** -
Johnny Hallyday (Philips)

JAPAN

- (Courtesy Universal, Tokyo)
1 **"LOCO"** -Hank Williams (Victor)
2 **"AME NO HANAZONO"**
-Nakano M. (King) -King
3 **LOUISIANA MAMA** -Pauli
Tichau (Tichau) -Tichau
4 **THE TWIST** -King Curtis
(Columbia) -Basit
5 **"LOVE ME WARM AND**
TENDER -Paul Anka (RCA)
6 **"TILL ME WHAT HE SAID"**
Helen Shapiro (Columbia)
7 **"LOVE & BEACHWOOD"**
8 **SLOW TWISTY** -Chubby
Checker (Columbia) -Major
9 **"LOVER PLEASE"** -Veronica
Girls (Decca) -Vian Mogul
10 **CRUMBS ARE MY BEAT**
-Sandy Nelson (London)
11 **YOUNG WORLD** -Jack Nelson
(London) -Sydney Bron
12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

MEXICO

- (Courtesy Audiomexico, Mexico)
1 **"LOCO"** -Hank Williams (Victor)
2 **"AME NO HANAZONO"**
-Nakano M. (King) -King
3 **LOUISIANA MAMA** -Pauli
Tichau (Tichau) -Tichau
4 **THE TWIST** -King Curtis
(Columbia) -Basit
5 **"LOVE ME WARM AND**
TENDER -Paul Anka (RCA)
6 **"TILL ME WHAT HE SAID"**
Helen Shapiro (Columbia)
7 **"LOVE & BEACHWOOD"**
8 **SLOW TWISTY** -Chubby
Checker (Columbia) -Major
9 **"LOVER PLEASE"** -Veronica
Girls (Decca) -Vian Mogul
10 **CRUMBS ARE MY BEAT**
-Sandy Nelson (London)
11 **YOUNG WORLD** -Jack Nelson
(London) -Sydney Bron
12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

NORWAY

- (Courtesy Verdens Gang)
1 **"LOCO"** -Hank Williams (Victor)
2 **"AME NO HANAZONO"**
-Nakano M. (King) -King
3 **LOUISIANA MAMA** -Pauli
Tichau (Tichau) -Tichau
4 **THE TWIST** -King Curtis
(Columbia) -Basit
5 **"LOVE ME WARM AND**
TENDER -Paul Anka (RCA)
6 **"TILL ME WHAT HE SAID"**
Helen Shapiro (Columbia)
7 **"LOVE & BEACHWOOD"**
8 **SLOW TWISTY** -Chubby
Checker (Columbia) -Major
9 **"LOVER PLEASE"** -Veronica
Girls (Decca) -Vian Mogul
10 **CRUMBS ARE MY BEAT**
-Sandy Nelson (London)
11 **YOUNG WORLD** -Jack Nelson
(London) -Sydney Bron
12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

PERU

- (Courtesy La Prensa, Lima)
1 **"LOCO"** -Hank Williams (Victor)
2 **"AME NO HANAZONO"**
-Nakano M. (King) -King
3 **LOUISIANA MAMA** -Pauli
Tichau (Tichau) -Tichau
4 **THE TWIST** -King Curtis
(Columbia) -Basit
5 **"LOVE ME WARM AND**
TENDER -Paul Anka (RCA)
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(London) -Sydney Bron
12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

PHILIPPINES

- (Courtesy Radio South Africa)
1 **"LOCO"** -Hank Williams (Victor)
2 **"AME NO HANAZONO"**
-Nakano M. (King) -King
3 **LOUISIANA MAMA** -Pauli
Tichau (Tichau) -Tichau
4 **THE TWIST** -King Curtis
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(Columbia) -Galahad Music

SOUTH AFRICA

- (Courtesy Radio South Africa)
1 **"LOCO"** -Hank Williams (Victor)
2 **"AME NO HANAZONO"**
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12 **"AVE MARIA"** -Shirley Beeley
(Columbia) -Galahad Music

(Continued on page 22)



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JOIN THE DOUGHBOYS\$ SELLING

5259	AL DI LA EMLIO PERICOLI
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5272	BIG RIVER ROSE BOB LUMAN
5273	HOW CAN I MEET HER·THAT'S OLD FASHIONED THE EVERLY BROTHERS
5274	LEMON TREE PETER, PAUL & MARY
5275	JOHNNY GET ANGRY JOANNIE SOMMERS

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SIGN UP NOW!

By JIMMY JUNGEMANN
102 Ismaninger Street, Munich 2

The week was marked by surprising events in German business. Ariola reps Lutz Wellnitz and Volker Berswordt quit with their firm. Then came the news that Roland Engleder, who helped to build Electrola after the war, will switch over to Ariola, starting July 1 as chief exec. Rumors say that Ariola

(Continued on page 20)

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"HOW IS JULIE"—The Lettermen #4746

"JANE, JANE, JANE" b/w "SCOTCH AND SODA"—
The Kingston Trio #4740

"IF I CRIED EVERY TIME YOU HURT ME"—
Wanda Jackson #4723

"WORRIED MIND"—Ray Anthony #4742

"TELL ME WHAT HE SAID"—Helen Shapiro
#4735

"THE PART WHERE I CRY"—Jack Scott #4738

• Continued from page 18

producer Nils Nobach will quit to move to the Telefunken label.

On May 8 Deutsche Grammophon boss M. Haertel and Polydor producer Gerhard Mendelson will hand over a de luxe album of recordings by the orchestra of l'Opera de Monte Carlo to Prince Rainier in Monte Carlo. These records will be issued in the States by MGM. The orchestra will guest star in the Vienna Music Festival June 17.

Record Sales

The hottest girl singer in Germany at the moment is Nina. Her Polydor disk "Heisser Sand" sold near 150,000 records in the first six weeks. . . . Israel's singer Carmela Corren and her song "Eini Rose Aus Santa Monica" on the Ariola label reached the 200,000 mark in sales in Germany, Austria and Switzerland.

when answering ads . . .

Billboard Music Week
Say You Saw It in

HOLLAND

'Close-Up' Erroll's First for Philips

By HEMMY J. S. WAPPEROM
Edisonstraat 21, Amsterdam
Editor, Platennieuws

Dutch fans looking forward to Erroll Garner's live performance in Europe which will be released here by Philips. His Octave recording "Close-Up in Swing" was released on the Philips label Wednesday, May 2. Outside the U.S.A. all new Garner recordings will be released on Philips (Phonogram L.C.). An interesting press portfolio including a sample record from "Close-Up in Swing" was distributed.

One of world's greatest entertainers, Maurice Chevalier, signed a contract with Barclay of France. His records will be released by Durco L.C. Delta Records, youngest record firm in Holland, moved,

after a one-year existence, to a new home in Amsterdam, Korte Prinsengracht 48.

Frank Visser recently joined Phonogram's Press and Public Relations Department.

Honored Guests

Among the artists who come to Holland to perform at the Blokker Festival, May 31 to June 3, are British Helen Shapiro, Italian Roberto and German Kurt Edelhagen with his orchestra. It's almost certain teen-age stars Jan and Kjeld are joining the Blokker Festival too.

On May 26 Tom Manders, one of the leading Dutch entertainers, had an old (golden) Ford model from the '20's presented to him, marking his 500,000th sold record (Philips).

Disk News

A complete version of Verdi's opera "Rigoletto," starring Joan Sutherland and Cornell MacNeill, is Decca's latest triumph. Decca may record within five months seven complete operas. A unique performance.

Artone's Willy Schobben was presented with a Golden Record and a golden Conn trumpet, marking his 100,000th sold record of "Mexico." Bob Moore's version

reached over 70,000 copies.

Caterina Valente's latest Dutch song single, with San Remo successes "Tango Italiano" and "Gondol Gondola" (Decca), is selling like hot cakes. Also Cooney Brothers' Dutch version of "Zwei kleine Italiener" on HMW.

HONG KONG

Frank Sinatra Scores a Smash

By CARL MYATT
44 Mount Kellett Road, The Peak

Frank Sinatra's three concerts here evoked so much interest and enthusiasm that not even black market tickets were to be had. His three shows drew sellout crowds to the new City Hall where audiences heard the singer go through his repertoire of songs. So popular has the tour proved so far that Sinatra has indicated that we would like to make similar tours every year—an announcement which de-

lighted his host of fans and the underprivileged children of Hong Kong, in whose aid the concerts were held.

Sinatra spent a great deal of time visiting the Boys and Girls Club Associations and paid special interest to the work being done for the poor refugee children of the Colony.

EMI's two chief executives in the East—East Supervisory Office based here are leaving for further business tours soon. Philip Brodie, area manager, leaves for London on May 17 for further consultations with the EMI head office and is due back on or about June 15. John Flannery, commercial executive for the organization, is visiting Manila for conference with Mico Ilcesenes. Finny also hopes to visit other provincial cities in the Philippines.

JAPAN

Last P.A. Tour by Trio Los Panchos

By J. FUKUNISHI
108 Kakikozaka, Meguroku, Tokyo

Trio Los Panchos, the most popular Latin group in Japan, is coming for a two-month concert tour in May. They are to present three performances at Sankei Hall on May 23 to 25 and five more at the same place from July 18.

Besides these concerts, they make an extensive tour in rural districts. This is their fourth but the last visit to Japan, because the trio is to be disbanded on return to Mexico. The members are giving up musical careers to settle down in their respective businesses. Their original recordings as well as Japanese popular songs etched in Japanese-Spanish in Tokyo are enjoying tremendous sales. They are expected to tape another new LP in Nippon, Columbia's Tokyo studio.

Frank Sinatra contributed \$27,000, proceeds from his three charity shows to Dr. Azuma, governor of Tokyo, for distribution to 66 Tokyo orphanages.

Diseries

Borje Ekberg, export manager of Metronome Records, Sweden, arrived in Tokyo for further negotiations concerning the label's representation in Japan.

K. Hashimoto, president of the Tokyo Symphony, is taking in tape to European countries for introduction on May 2.

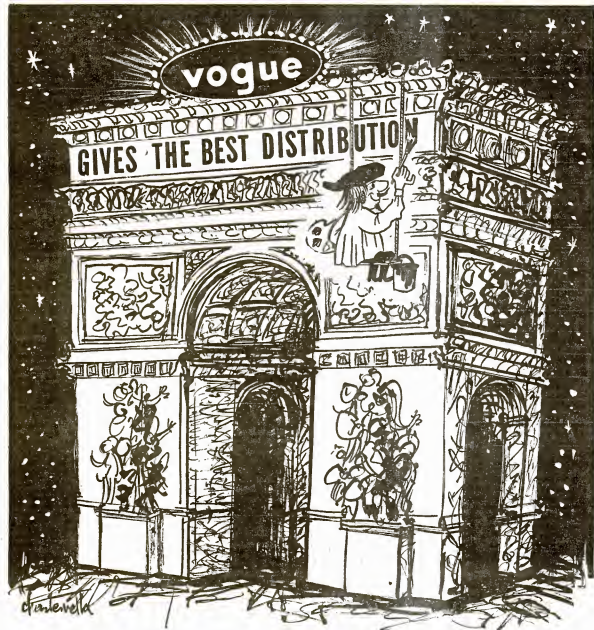
Nippon Victor is going to hold many colorful events in celebration of its 35th anniversary, including the release of an album of two LP's of complete Horowitz recordings and the marketing of a three-channel stereo phonograph specially designed for young people in apartment houses at a price of \$100. With the approach of summer season, Teichiku Records (Decca) is now offering prizes to lottery winners who buy Decca Hawaiian records (30 different kinds) until July 20 (one lottery chance per 45 single, three per 10" LP and five per 12" LP).

MEXICO

U. S. Disks Hit By Air Change

By OTTO MAYER-SERRA
Editor, Andlomsuwa
Apartado 8698, Mexico City

A severe blow to American music was dealt by Radio Mil, when this important radio station decided on a complete switch in their program format from U. S. music to Mexican music. Radio Mil (Continued on page 22)



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Rick Nelson

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YOU ARE MINE

b/w Italiano

by

FRANKIE AVALON

C-1107

Chancellor

Produced by AN PAUL & Co.

"VIOLETTA"

A HIT

Spreading Nationally

RAY ADAMS

LAURIE 3118

Continued from page 20

claim that their ratings have improved considerably since. With only two exceptions, the 29 stations, functioning in Mexico City, broadcast nearly Mexican music exclusively or American selections sung in Spanish by the young Mexican balladeers and crooners.

Before leaving on a South American tour, Bill Haley recorded with his Comets his third and fourth LPs, "Twist in Mexico." For the same company an American group, the High Hats, recorded an LP.

Augusto Sarría, president of the Orfeón Musical Inesistible, Peru, spent a few days in Mexico. He was specially interested in the young singers of the "new wave" of the heart catalog, such as Manolo Munoz, Alberto Vazquez and Dyno, whom he hopes to popularize in Peru through his own catalog. A guest of Peerless Records was Heinrich Kellholz, former chief recording engineer of Deutsche Grammophon and an authority on concert hall acoustics.

Boris Makarov, vice-president of the International Books and Records Agency in Moscow, arrived from Cuba and met with Cereza-Saef to release its material. At the same time Belter has signed Manolo Escobar, good seller among flamenco talent in Spain.

Jose Manuel Vidal, Hispavox representative, recently signed a new pact with Hickory Records of the U. S. The local label will immediately release an EP by Sue Thompson singing "Sad Movies," "Norman," "Tonic," and "Oh Lonesome Me." Vidal will stay two months in Mexico where Hispavox has its own Gamma satellite-label. Hickory gave Hispavox the rights for Spain and Portugal.

By ESPEN ERIKSEN
Vardens Gang, Akersgaten 34, Oslo
Norwegian record manufacturers have had an agreement that record sleeves for single records should not be printed in more than one color.

This agreement has been ended and discographies are issuing records of more attractive and easy-to-sell sleeves. First in the field is Egil Monn Iversen A/S and Iversen & Frogh A/S, while Proton has issued, of few colored sleeves and the other companies will follow.

Columbia Record
Diskery Iversen & Frogh set an almost unbreakable record on the Norwegian chart this week. Out of the 10 records on the VG charts no less than six are on the Columbia label.

Disk News
The fourth rendition of successful record "Zwei kleine Italiener" (original version by Conny Froberg) was a success. The record moved from 6 to 3, and two local versions are No. 13 and 17) was issued with a version by Sørensen Bjørklund (Bjorklund Sisters). . . The newest Monn Keys record, "Mandaly," on Triola, was issued in Sweden on label Karsell, and by now the Norwegian vocal quartet has had a series of records issued in our neighbor country.

By LUIS MA. TRINIDAD
264 Ecotia, Manila
Philippines

PHILIPPINES

Visitors Seeking

Philipino Business

By LUIS MA. TRINIDAD

264 Ecotia, Manila

Philippines

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orchestra in Japan, and promoting

Sam Taylor, the champion of the Limbo Dance, and the famous group, the Brothers Four. Higuchi is back home after traveling all over Asia with the Platters.

Also expected to visit the Philippines shortly is Arthur Lerer, president of Cardinal Export Company, who has been doing business with RCA for many years. Most recently, Lerer has branched out from normal export of U. S. production into an interesting side line of producing premium records. He has set up an entirely new operation to handle this and which is called Starline Records, Inc.

To date, his most successful premium promotion has been with the Pepsi-Cola Company, and after starting in the U. S., he has branched out into several foreign markets with Pepsi-Cola. Lerer, who has been utilizing many of RCA's pressing facilities around the world, will confer with Manuel Villar, president of Filipinas Record Corporation, licensee for RCA Victor records in this territory.

By Raul Matas

32 Av. Jose Antonio, Madrid 13

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Hits of the World

Continued from page 16

SPAIN

(Country Discosoma, Madrid)

(Deutsche local article)

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SWEDEN

(Country Orkester Journalen, Stockholm)

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- 4 3 HAPPY GO GO (CHINO CHINO)
- 5 4 THE YOUNG ONES
- 6 6 LOVE, LOVE, LOVE
- 7 5 LET'S TWIST AGAIN
- 8 7 GOOD LUCK CHARMS
- 9 9 TINA OCHI MARINA-Tina och Marika (Krusell)-Bena
- 10 7 MEXICO-Sol Sorensen (London)-Reuter & Reuter

VENEZUELA

(Country Nefelion, Caracas)

(Deutsche local article)

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SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

OLDIES BUT GOODIES, VOL. 4

Various Artists. Original Sound OSR LPM 5005 (M)—This new "Oldies But Goodies," Volume 4 in the series, should be another solid seller to the teen trade. It contains such smashes of a while back as "Love Is Strange" with Mickey and Sylvia; "Silhouettes" by the Rays; "Blue Suede Shoes" by Carl Perkins; plus "Teen Beat," "Whole Lot of Shakin' Goin' On" and "To the Aisle." Strong items here.

AL HIRT AT THE MARDI GRAS

RCA Victor LPM 2497 (M); LSP 2497 (S)—Dan's Pier 600 in the French Quarter of New Orleans at Mardi Gras is the setting for this one-spot LP by the renowned trumpet man. The music swings along in hard-hitting Dixie fashion. Each of the boys in the group gets a chance at the solo spotlight, but it's Hirt who pulls in most of the applause naturally. The album provides a field day for Dixie fans with "That's a Plenty," "Basin Street Blues," "Yellow Dog Blues" and "Diga Diga Doo" just a few of the tunes included. One of the swingingest versions of "Brotherhood of Man" from "How to Succeed," is also top on the album.

PETE FOUNTAIN'S MUSIC FROM DIXIE

Coral Coral 87401 (M); CRL 757401 (S)—The Dixie tootin' clarinetist is back with another swinging set here. He's got some pretty well known jazz musicians out of the Dixieland school along with him. Among those supporting Pete are Eddie Miller, Moe Schneider and Charles Teagarden. Fountain uses the combo to good advantage throughout with some of the great old Dixie standards emerging in fine shape. "Sister Kate," "High Society," "Shine" and "Struttin' With Some Barbecue," all come off well. "Chloe" and "Darkness on the Delta" emerge as two strong commercial sides.

IT'S MASHED POTATO TIME

Dee Dee Sharp, Cuneo C 1018—Dee Dee Sharp, the lass who made "Mashed Potato Time" a national favorite, comes through warmly on her initial album effort. In addition to her own hit, the LP contains strong versions of other artists' hits—both old and new—like "Splash Splash," "Gee," "Eddie My Love" and "I Sold My Heart to the Junkman." Good teen item here.

THROUGH CHILDREN'S EYES

The Limeliters. RCA Victor LPM 2512 (M); LSP 2512 (S)—This new Limeliters album should appeal as much to adults as kids. The group is aided here by a children's chorus of 70, and they add much fun and very good singing to the Limeliters' clever work. The tunes are aimed at the children set, including such items as "This Train," "Hey Jimmy Joe John Jim Jack," "The Riddle Song," etc. Lots of fun and happy listening here.

A TOUCH OF VELVET

Jim Reeves. RCA Victor LPM 2487 (M); LSP 2487 (S)—Wonderful, warm, moody wailing by the fine baritone of Jim Reeves, against the voices of Anita Kerr, Floyd Cramer—crystallized piano, and well-scored flutes, strings and saxen. Tunes include "Have You Ever Been Lonely," "Be Honest With Me," "Blue Skies," "Am I That Easy to Forget," and other goodies. Fine mood material for the broad range of country and pop buyers and some good beats for singles are here, too.

Jazz

GETTIN' THE MESSAGE

Johnny (Hammond) Smith with Lam Winchester. Prestige PRLP 7217 (M)—Johnny (Hammond) Smith has perhaps his best LP effort to date here. The formidable jazz organist has always been a swinger of the first rank, but on this set he also shows first-class showmanship and taste. The addition of the late Lam Winchester adds a touch of contemplation which gives the instrumental sound distinctiveness—much like a funky Modern Jazz Quartet. The album is neatly divided into a variety of moods with "Swanee River," "Gettin' the Message" and "Princess" among the top tracks.

GENE AMMONSI UP TIGHT

Prestige 7208 (M)—Tenor saxist Gene Ammons is back with another potent package, mixing standards and blues in his inimitable style. The set features the soloist backed by rhythm with hongs. There's some strong blowing here on seven tracks at a variety of tempos. Among the better tracks are "Moonglow," "I Sold My Heart to the Junkman" and "Jug's Blues."

WHO'S WHO IN THE SINGING SIXTIES

Various Artists. Columbia CL 1765 (M); CS 8568 (S)—This album should receive exposure for the sheer power of the names included. While some of the tracks are not the best representation of the artists concerned, a set that includes Dave Brubeck, Louis Armstrong, Gerry Mulligan, Duke Ellington, Miles Davis and Andre Previn, along with a good many other top talents, is bound to draw radio play from both jazz and pop jockeys. It should also provide many pop fans with a taste of a number of artists they might not otherwise be exposed to.

Classical

SCHONBERG: PIERROT LUNAIRE

Bona Steingruber. Vanguard VSD 2108 (S)—As a result of deletions, the only current competitive version to this new release is the old and historic Columbia issue conducted by the composer. Obviously, the new one is in a different class sonically. One of Schonberg's most striking and readily digestible works, it includes striking orchestral backing for a soprano's half-sung, half-recited renditions of poems. Fine performance of a prime musical document that will be a must to connoisseurs of 20th Century music, as well as to schools and libraries.

WALTON: BELSHAZZAR'S FEAST

Roger Wagner Choral; Royal Philharmonic Orchestra (Wagner). Capitol P 8577 (M); SP 8577 (S)—A striking performance of William Walton's "Belshazzar's Feast" by the Roger Wagner Choral, with the Royal Philharmonic Orchestra conducted by Wagner. Baritone John Cameron, one of England's foremost oratorio singers is also featured on the set. This package with its outstanding reading and splendid sound, could turn into a steady catalog seller.

Children

A CHILD'S INTRODUCTION TO THE AUTOMOBILE AND THE AIRPLANE

Barrett Clark. Wonderland RLP 3401—An historical survey of the development of the automobile and the airplane, along with explanations of the scientific steps involved in developing them, the recorded sounds of the various parts and models described, and elementary descriptions of how they operate. Four pages of cartoons depict the key points, and are bound into the album package. Barrett Clark, who wrote, narrated and produced, has turned out an item that is a fine gift suggestion, especially for teen-agers.

(Continued on page 38)

**** STRONG SALES POTENTIAL

***** CAN'T HELP FALLING IN LOVE

Louise Slusher. Dot DLP 3417 (M); DLP 3417 (S)—Louise Slusher, who has a solid following because of their exposure on the Lawrence Welk TV show, chirp attractively on this collection of romantic oldies and originals. Selections include such current (and/or recent) pop hits as "Blue Hawaii," "Moon River," "Little Bitty Tear," "Michael," etc. Appeal has strong teen as well as adult appeal.

***** TWIST WITH CUGAT

Xavier Cugat. Mercury MG 26785 (M); MG 66785 (S)—Cugat serves up a tasty sampling of the Twist in Latin tempo, with the repertoire consisting of such standards as "Janie Be Blue," "Johnny Rave," "To the Moon," "Hucklebuck," and Cugat's own "Fascia," a top quality dance LP, with excellent orchestrations lending color to the disk.

***** YOU TOO CAN SING A HIT, VOL. 1

Flanny Bourne and the Sing-A-Bits. Dot DLP 3418 (M); DLP 3418 (S)—Here's a sing-along package for nostalgic two-agers and their kids. Bourne leads his mixed chorus along with clarity and verve on a group of old hits—"Swanee River," "Voices," "Blueberry Hill," "Love Me Tender," "El Paso," "Bye Bye Love," etc.

(Continued on page 38)

LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the BMM Reviewing Panel. LPs are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's own voice, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LPs have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LPs with limited sales potential are listed following the Three-Star albums.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

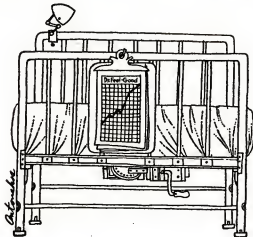
All LPs for review should be sent to the Billboard Music Week Reviewing Panel, Dept. 292, 1230 Avenue of the Americas, New York 20, N. Y.

Everybody's recording doctors, but
the only doctor on the charts is

"Doctor Feel-Good"

4-7144

OKeh



The pick of the new releases:
SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records released this week.

SINGLES REVIEWS

Pop

BOBBY VEE



SHARING YOU (Aldon, BMI) (2:03)—IN MY BABY'S EYES (Aldon, BMI) (2:07)—Bobby Vee should have another strong two-sided hit here. "Sharing You" spotlights a feelingful union multi-track vocal on a romantic theme that builds with bolero-like intensity. Flip is a lively rhythm rock item with sock multi-track chanting by the star. **5543**

ARTHUR ALEXANDER



SOLDIERS OF LOVE (Lowery, BMI) (2:18)—WHERE HAVE YOU BEEN ALL MY LIFE (Aldon, BMI) (2:43)—Alexander, who fared well on the charts with "You Better Move On," may have another crack with this disk. "Soldiers of Love" is an emotion-packed theme with solid femme chorus work on the backing, while the flip is a melodic r.&t. item with an infectious tone. Alexander warbles with feeling on both sides. **Dot 16357**

JACK JONES



GIFT OF LOVE (Arch, ASCAP) (2:17)—PICK UP THE PIECES (Quarlet, ASCAP) (2:13)—Jones had a winner in "Lollipop and Roses," and his new one should step out briskly. "Gift of Love" is a pretty ballad, based on "O Tannenbaum," with solid support by strings and vocal chorus. The warbler is in a smart, Sinatra-type vocal groove on the flip, a hip ballad with a fine swinging beat. **Kapp 461**

RUTH BROWN



SHAKE A HAND (Angel, BMI) (3:16)—Ruth Brown bows on the label with a stirring performance of the familiar tune, sparked by a rock band arrangement. The style is churchy, and her vocal is mighty moving. Flip is "Say It Again" (Raleigh, BMI) (2:50) **Phillips 40028**

THE TROPHIES



PEG O' MY HEART (Felt, ASCAP) (2:09)—A wild, gimmicky vocal performance of the oldie by The Trophies is exciting and light-hearted enough to attract a lot of teen attention. Group sets it with a truly individual style. Flip is "I Laughed So Hard I Cried" (4-Star, BMI) (2:42) **Challenge 9149**

RICHARD CHAMBERLAIN



THEME FROM DR. KILDARE (THREE STARS WILL SHINE TONIGHT) (Robbins, PMS) (2:36)—The star of the hot TV show "Dr. Kildare" comes through in warm style on his first disk effort. Familiar theme from the TV show should pull plenty of spins. Flip is "A Kiss to Build a Dream On" (Miller, ASCAP) (2:20). **MGM 13075**

SOLOMON BURKE



DOWN IN THE VALLEY (Progressive, BMI) (2:31)—I'M HANGING UP MY HEART FOR YOU (Progressive, BMI) (3:00)—The young singer has two mighty appealing sides here. The first is a bluesy treatment of the folk favorite that features a strong vocal effort against outstanding ork support. The flip is a moving rockaballad with piquant piano work as part of the background. **Atlantic 2147**

THE ANGELS



EVERYBODY LOVES A LOVER (Korwin, ASCAP) (2:03)—The girls have a potent item in this rendition of the Doris Day smash of some years ago. Girls will be remembered for their big one "Til" Arrangement for ork acts a fine beat. The flip is "Blow Joe" (Good Songs, BMI) (2:15). **Caprice 116**

JANIE GRANT



THAT GREASY KID STUFF (Gerll, ASCAP) (2:05)—Title here is culled from a hair preparation commercial which provides standout novelty material for a bright outing by the lass. Arrangement is a prominent ingredient in this disk. The side is backed with "Trying to Forget You" (Good Songs, BMI) (1:44). **Caprice 115**

ADVISE AND CONSENT



RCA Victor LOC 1068 (M); LSO 1068 (S)—The Otto Preminger movie has an all-star cast and will be backed by a heavy promotional campaign, all of which should add up to solid ballyhoo for this sound-track package. Jerry Fielding's score is subtle and sophisticated, in keeping with the film's political arena theme. Sides include the haunting title theme, "Young Illusions," "Samba Set," and "Washington Scene."

Country & Western

STONEWALL JACKSON



LEONA (Cedarwood, BMI) (2:45)—ONE LOOK AT HEAVEN (Cedarwood, BMI) (2:40)—Two fine sides for the chanter. On top is a powerful weeper, done with a fine touch. It's from the album "The Sadness in a Song." Flip is another weeper with top-notch fiddle and chorus support. Either side here with an edge to the first. **Columbia 42426**

FARON YOUNG



THE COMEBACK (Cedarwood, BMI) (2:00)—OVER LONELY AND UNDER KISSED (Vanadora, BMI) (2:36)—Young is in excellent form here. His first effort is a bright, bouncy rhythm ditty well handled while the flip is a neat contrast in the form of a slow, soulful weeper. Jordanaires add a solid backing in both cases. **Capitol 4754**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

BILL BUTLER

★★★★ **SOLDIER BOY** (Ludis, BMI) (2:36) Epic 9515

Jazz Disk Jockey Programming

COZY COLE AND HIS ORK

★★★★ **COZY'S GROOVE (PARTS 1 AND 2)** (Marmaduke, ASCAP) (2:40) Charlie Parker 202



STRONG SALES POTENTIAL

KRIP AND JOHNNY

★★★★ **The Manatee—INVICTA 1000**—Bright Twist effort is handed a fairly exciting go by the boys on this swinging dastine. It has a chance for lake love, and some action. Watch it. (Kim Fowley-Tucson, BMI) (2:14)

★★★★ **More Manatee**—This is really Part II of "The Manatee" and it's a good

second side. (Kim Fowley-Tucson, BMI) (1:59)

EYDIE GORME

★★★★ **Yes My Darling Daughter—COLLUMBA 42426**—A highly unusual side for Miss Gorme's first for her new label alliance. The old standard is given a razz-

mataze traditional Dixie interpretation at a moderate tempo. (Leo Feist, ASCAP) (1:44)

★★★★ **Sonar Boy**—The old Johnnie clank song is fresh and making here, with little or no hysteria. Eydie sings the tune in a moving, intimate style, while strings and vocal chorus fill the background. (Henderson, ASCAP) (1:35)

BILLY VAUGHN

★★★★ **Born to Be With You**—DOT 16359—The attractive country side is wrapped up in schmaltz on treatment featuring solid harmonies and nice solo work. Watch it. (Mayfair, ASCAP) (2:15)

★★★★ **Contented Melody**—Vivacious chorus chirping on gay Parlane-style theme with bright, happy tempo. Fine, spinable wax. (Remick, ASCAP) (2:05)

RUD DASHIELL AND THE KINSMEN

★★★★ **In Turquoise**—WARNER BROS. 2236—Folksy folkie theme is sung vividly by Dashiell and group. Pleasant jockey wax. (Gleno, BMI) (2:29)

★★★★ **My Manhood**—Strong folk song with a strong feeling and verve. (Lewney, ASCAP) (2:40)

JOE AND ANN

★★★★ **New I Feel—ACE 651**—Exuberant rocking tune is sung with verve and enthusiasm. (Continued on page 26)

SINGLES REVIEW POLICY

All single records received by **Billboard Music Week** are listed and reviewed by the **BMW Reviewing Panel**. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to list the top 50 of the Hot 100 chart. Four-star singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full **Reviewing Panel** and descriptive reviews are published for these. **THREE-STAR** records, having moderate sales potential, are listed throughout these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the **Three-Star** records.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the **Reviewing Panel**, have outstanding merit and deserve special exposure.

All singles intended for review should be sent to the **Billboard Music Week Reviewing Panel**, P. O. Box 292, Times Square Station, New York 36, N. Y.



Jerry McCain's "Ree Top" is spinning into orrii, and everything's A-OK with *Okeh*.

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thanks for another great year!

Connie Francis



Newest hit
single:

**SECOND
HAND
LOVE**

b/w

**GOTTA GIT
THAT MAN**

K 13074

Latest chart albums:



DO THE TWIST E/SE4022



CONNIE FRANCIS SINGS IRISH FAVORITES E/SE4013

MGM
RECORDS
THE
STARPOWER
LABEL



Reviews of New Singles

Continued from page 26

doesn't find his baby soon he'll be very unhappy. Two for the L&A collectors.

ELTON ANDERSON

*** Life Problem — CAPITOL 4762—This is a sally rock ballad that is sung by the young lad. Side features sizzling combo backing that gets a good sound. (Excellent, BMD) (5.13)

*** Sick and Tired—(Tarsis) (2.19)

ARTHUR (BIG BOY) CRUDUP

*** Rock Me Mama—FIRE 1591—Aficionados and blues historians will find this interesting. One of the great down home primitive singer shows he still has a compelling quality. (Websah, ASCAP) (2.23)

*** Messa Ole Prison—This side is more rapid in tempo, and is another example of Crudup's excellent blues style. (Websah, ASCAP) (3.31)

ARTHUR (BIG BOY) CRUDUP

*** Katie Mae — FIRE 1592 — Good down home blues by a master. Arthur Crudup returns to wax with a strong side for the market. (Websah, ASCAP) (2.47)

*** Dig Myself a Hole—Another for those who choose their blues with discernment. A fine performance by blues singer Arthur Crudup. (Fast, BMD) (2.20)

COUNTRY & WESTERN

THE LOUVIN BROTHERS

*** Breakin' Engagement — CAPITOL 4757—In and Charlie supply their first, old-time hill harmonies to a pleasant medium-beater that moves nicely. A good though here and the side should be well in the market. (Control, BMD) (2.49)

*** Time Goes So Slow—A waltz ballad, again done with considerable style by the Louvins. Fine harmony sound. (Moss Bros, BMD) (2.24)

JOHN JAY

*** Red River Shore — NATIONAL SOUNDS 3792 — Interesting take on a song who is unable to marry the love he loves until her father approves. Lad shows

off a nice singing style here and is a talent to watch. (Control, BMD) (2.30)

*** Ballad of the Moons — (Red Bull, BMD) (1.48)

COZY COLE AND HIS ORK

*** Cops Groove (Parts 1 & 2)—CHARLIE PARKER 202—Cozy lays down a pounding beat, featuring a lot of crystal work, and a good big band and organ melody in medium tempo. The favorite of the Metropole can be heard a good time for the first here. Two good sides and listeners can take their pick. (Marmaduke, ASCAP) (2.46, 2.48)

GEORGE JONES

*** Open PR Mine—UNITED ARTISTS 462—The chatter tells the story of open pit mine and the trouble it led to between her and his Rose. Listenable tragedy tale that could get spins in the field. (Gled, BMD) (3.05)

*** Geothermal—This song was inspired by the lack of the same title, and the chatter sets the dramatic tone with authority here added by strong vocal group and combo backing. It could get pop and country action. (Glad, BMD) (3.09)

THE OSBORNE BROTHERS

*** Five Days of Heaven — MGM 1507—Folksie duo warbling aint on moving country wester, with nice bongo backing. (Academy, BMD) (2.21)

*** It Ain't Gonna Rain No More—Lively country comedy treatment of the side with solid guitar picking on backing. Spinable wax. (Forster, ASCAP) (2.23)

HUEY LONG

*** Waiting for a Letter—FIDELITY 4034—Folksie duet with feeling by Long on attractive country theme. Merits exposure. (Stone & Cook, BMD) (2.12)

*** How to Tell My Heart—(Stone & Clark, BMD) (1.44)

CHILDREN'S

GOLDEN ORCHESTRA AND CHORUS
*** Mister Ed Theme Song—GOLDEN 50—The voice of the talking TV horse, Mister Ed, sings the theme song from the show. Adults and kiddies educated to the show might well find this to their liking.

*** Pretty Little Fly

JAZZ

MUNDRELL LOWE AND ORK

*** The Low Note — CHARLIE PARKER 203—A swinger with Eddie Costa on piano sharing the lead with the saxophone. Sax joins in with a good riff, then the brass moves up. A solid big band tempo routine, taken from the record track album of the film, "Saturn in High Heels." (Knottwood-Marmaduke, ASCAP) (2.28)

*** The Last and the Lonely—A slow and stinky theme, also from the "Saturn in High Heels" score. A listenable and spinable side. (Knottwood-Marmaduke, ASCAP) (2.38)

*** MODERATE SALES POTENTIAL

COUNTRY & WESTERN

HERBERT HOWELL

*** I Don't Want to Cry Over You (Frank, BMD) (2.00)—*** I Love You (Frank, BMD) (2.00). WHITE STAR 772

GRADIE O'NEIL

*** Her Secret (Janet, BMD) (2.29)—*** Don't Have Your Heart (Janet, BMD) (2.48). JAN ELL 1

MARTY MARTEL

*** Wild Side of Life (2:30)—***

TV Cry Tomorrow (Sage and Sand, SESAC) (2.16). JEWELL 459

JOHNNY CASH

*** In the Jailhouse Now (Peer, Int'l, BMD) (2:00)—*** A Little at a Time (Johnny Cash, BMD) (1:55). COLUMBIA 4743

JAY PRESTON

*** The Dices Twist (Happy Hearts-AME, BMD) (2:13)—*** Way You Love Me (Happy Hearts-AME, BMD) (2:15). HAPPY HEARTS 113

JIM HARDIN

*** Addie River, BMD (2:00)—*** A Cowboy's Dream of Love (Golden River, BMD) (1:52). RCM 7548

JAZZ

JOE CARROLL

*** Oh, Lady Be Good (New World, ASCAP) (2:30) — *** Don't Mess Around (With My Love) (Marlow, BMD) (2:33). CHARLIE PARKER 204

JOE CARROLL

*** Anthropology (Consolidated, ASCAP) (2:33)—*** B-F-T (Tatum, ASCAP) (2:32). CHARLIE PARKER 201

SPIRITUAL

THE NIGHTINGALES

*** Blood for Me (Los, BMD) (2:50)—*** Right Now for Jesus (Los, BMD) (2:15). PEACOCK 1658

CHILDREN'S

GOLDEN ORCHESTRA AND CHORUS
*** Ten Cent Theme Song (Parts 1 & 2). GOLDEN 69

RHYTHM & BLUES

GOOD JELLY BEES

*** You'll Have to Come and Get It (Ashes, BMD) (2:51)—*** A Little Piece at a Time (Offen, BMD) (2:11). HERMITAGE 778

POLKA

*** LAWN PARTY POLKAS

Al Soroka and his Out. GLE 646

SOUND

*** LIMBO PARTY

Southern Tropical Harmony Steel Band. Audio Fidelity AFSD 5967

LIMITED SALES POTENTIAL

POPULAR

DONN REYNOLDS

No One Will Ever Know (Acuff-Rose) (2:17) — I'll Be One (Finnale) (2:36). CITADEL 3169

JAMES DUNCAN

Shore I Met You (Samuels, BMD) (2:33)—Twisted! (Shore I Met You, BMD) (2:42). GENE 864

LANA STEVENS

This Heartache (Rhythm Tamers, BMD)—This Hurt (Rhythm Tamers, BMD). KIN 1092

TOMMY MORELAND

Love Wasted (Bama, BMD) (2:08)—Bang Bang (Bama, BMD) (2:15). SROOP 1054

BOB STEWART

Don't You Know? (Moss, BMD) (2:23)—Shore's Twist (Moss, BMD) (1:55). HIG-LOC 101

BILL JOHNSON

The Right to Love (Shelton, BMD)—You Better Do It (Hey Day, BMD). TALOS 461

REMY TAY WITH THE TWISTMAKERS

Goodnight Twist (BIEM, TMI) (2:25)—Twister the Walls (BIEM, TMI). MARSHALL 1051

GIUSEPPE'S FABULOUS DELIRAYS

Now Is the Hour (Band Box, ASCAP) (2:57) — Chicago's Twist (Band Box, ASCAP) (2:46). BAND BOX 294

JACK CHILDS

Let's a Flang TH Tomorrow (Merlando) (4:28) — St. James Infirmary Blues (Mills, ASCAP) (3:58). JACOB-CARL 205

CAROL LYNN

I'm So in Love (Moss, BMD) (2:30)—Paint the Sunlight (Moss, BMD) (2:31). HIG-LOC 102

COUNTRY & WESTERN

PEE WEY DAVIS

Why Did You Tell Me Lies (McClendon, BMD) — The Red Spectral (McClendon, BMD). TREFFER 1616

LEWIS SHELTON

Dreaming of You (Golden River, BMD) (2:15)—Romance of Love (Golden River, BMD) (1:59). RCM 7549

SWEETHEART OF THE JUKE BOXES



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JEALOUS HEART

b/w

VASSAR #324

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V-3118

WHISPERING

b/w MY HEART KEEPS CRYING FOR YOU
V-3116

TILL WE MEET AGAIN

b/w BEER BARREL POLKA
V-3117

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Island of
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branch manager for Capitol. He'll headquarter in Los Angeles.

MANUFACTURERS' BRIEFS

Continued from page 6

Johnson will be responsible to Maurice Hoffman, manager of national sales for CRSC, for sales to the educational market and for recommending new products or services for this market. Johnson, who succeeds Marion Tiffin, joined Columbia last year as a management development trainee.

Columbia Info Post to Reilly
Peter Reilly has been named manager of East Coast information services for Columbia Records. Reilly, who will be responsible for press contact in the pop and classical fields for Epic Records, is a vet free-lance publicist. He will report to John Kurland, head of the public relations and information service at Columbia.

Harold Drayson to L. P. Sales
Herman D. Gimbel, president of L. P. Sales Corporation, has appointed Harold Drayson to the post of vice-president in charge of merchandising. Drayson resigned as national sales director of Cadmon Records to join the national distributing firm which represents the

Riverside, Jazzland, Wonderland, Washington, Offbeat, Popside and Battle labels. Prior to a two-year stint with the Cadmon, Drayson served as sales manager with MGM Records for 12 years. He is a veteran of 30 years in the record industry.

Riverside Names Palmer

Bill Gruener, head of Riverside Records and associated labels, has named John Palmer to the post of controller. Palmer has been with the New York office of Alexander Grant & Company for the past 11 years. He will co-ordinate the fiscal affairs of the Gruener labels throughout the world.

Swint Smash Western Mgr.

CHICAGO—Jay Swint, veteran record merchandising man, joins Smash Records as Western regional manager. Charlie Fach, Smash sales manager, announced last week. Fach said the post is newly created because of Smash's continued expansion.

Swint was formerly national promotion manager and, earlier,

Alan Kayes to Europe

Alan Kayes, manager of Red Seal a.s.r. for RCA Victor, is currently on a two-week tour of Europe. He is meeting with RCA Victor affiliates to discuss future recording plans and the artists on the Red Seal roster. He will cover London, Rome and Zurich on his trip.

New Record Merchants Hq.

Detroit's Record Merchants Distributors opened new offices on record row in the Motor City, on Woodward Avenue. Curley Dymtro was hired to head the promotion staff, and will work under general manager Sonny Carter. Firm is headed by Ed Paterson, president.

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover. Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profits to yourself and your firm than in . . . your businesspaper.



PHOTO BY LEONARD B. GREENBERG

Where there's
business action,
there's a
businesspaper

**BILLBOARD
MUSIC WEEK**

One of a series of advertisements
prepared by the ASSOCIATED
BUSINESS PUBLICATIONS



more will LIVE
the more you GIVE

HEART FUND



NIGHT CLUB REVIEW

Diller Is Dilly of a Comedienne

Phyllis Diller, the zany blonde star of Verve Records, was back at the Horizon Room, the plush night club at the Greater Pittsburgh Airport, as the star of the club's 10th anniversary show. Owner Andy Chakeres and his sons, Tony and Checkers, couldn't have made a wiser choice to launch the anniversary.

This is Miss Diller's third appearance at the Horizon Room, and she opened to the biggest Monday night opening in years. Word of mouth is sure to lure more and more patrons, and the Chakeres family reports an impressive advance for her entire run which ended May 5.

The uninhibited comedienne with the raucous laughter mugs and gags her way through 45 minutes of pandemonium. She plows her way through material, most of which is sure-fire, and she seems to be having such a good time that her high humor spreads to the audience from the opening gag to the very last piece of inspired material.

She had to beg off at her opening show, for if the audience had its way she could have stayed on for at least another 45 minutes. Incidentally, other artists could learn a lot from her in the way of graciousness, for her co-operation with the local press, radio and TV gang has made her their special pet.

Tenor Ed Scotti, who like Miss Diller zoomed to fame through his many Jack Paar appearances, belts across some fine tunes in the Lanza tradition, and the ballroom dance team of Carter and Lynne rounds out the bill. Gus Doff's music provides excellent support.

Following Miss Diller at the Horizon Room will be Al Alberts, Joannie Sommers, Rusty Warren and Jill Corey, in that order. Leonard Mendlowitz.

Hot Polka Singles

L'I' WALLY POLKA TWIST

Jay Jay 254

POLISH POLKA TWIST

Jay Jay 258



LUCKY-LUCKY

by

LOLITA

Jay Jay 262

MAMA PAPA TWIST

by

ED ZIMA

Jay Jay 255

Order from your Jay Jay Distributor or

JAY JAY POLKA RECORD CO.

2446-56 S. Kedzie Ave., Chicago 23 (Ph. RO 2-6000)

See Us at the MOA, Booth 11

A Great New
Star on the horizon

PAT PARKER

90 Lbs.
of
Jr. High
School
Dynamite!



Sings

BOY WATCHER

Skyland #1000

Breakout in Atlanta!

D.J.'s, write me for
those fiery "I'm a Boy
Watcher Buttons" for
your record hops.

Exclusively:
**SKYLAND
RECORDS**
P. O. Box 137
Skyland, N. C.

Best wishes, MOA,
for a
Successful Convention.

Broke Big!
"IF YOU
WANT TO"

THE CAROUSELS

G-5118

GONE RECORDS

1650 Broadway New York, N. Y.

**DON'T
MOVE**

until you send Postal Form 3573 to
Billboard Music Week
2160 Patterson St., Cincinnati 14, O.,
and you won't miss a single
issue of your subscription!

Thanks for the plays!

BEN E. KING

Current Smash Single!

**DON'T PLAY
THAT SONG!**

6222

Now, a Smash Album!

Includes
12
Ben E. King
Hits!



ATCO
33-142

also
available
in stereo

Booking:

CIRCLE ARTISTS
48 West 48th Street
New York 19, N. Y.
Plaza 7-7100

Personal Management:

AL WILDE—MORT CURTIS
221 West 57th Street
New York 19, N. Y.
Circle 5-7450

Exclusively on



ATCO records

1841 Broadway, New York 23

By JUNE BUNDY

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

AGE: 19. **HOME TOWN:** Detroit. **EDUCATION:** High school. **HOBBY:** Sports. **BACKGROUND:** Mayer started singing five years ago and continued his vocal interest during high school, but only as a hobby. A few months ago, he visited the studios of a Detroit diskery and cut several sides, one of which was "Village of Love." This debut disk was heard by U. A. chief, Art Talmadge, who arranged to purchase the master and release the record. It seems to have been a good buy as the 10" master moves into the No. 63 slot this week on the Hot 100. In recording success, he is currently completing his first album and cutting several singles between personal appearances. The latter includes a summer date at New York's Apollo Theater, his first visit to the Big City. **OTHER**

LATEST SINGLE: "Village of Love."

GEORGE MAHARIS
(Epic)

PERSONAL MANAGER: Mimi Weber. AGE: 23. HOME TOWN: NEW YORK. HOBBY: Boxing. BACKGROUND: Actor Maharja began his show business career as a singer, working through the nightclubs of New York City. After touring the Midwest with a group called the Singing Mariners, he returned to New York to study acting, first at the Neighborhood Playhouse and then with the famed acting coach, Lee Strasberg. His first "ally Cox's TV show," "Mr. Peepshow" character, numerous asper spot and TV shows followed. He landed the leading role in the Broadway production of "Exodus" is given a part in "Exodus." The public attention was, of course, Route 66." Early this year, the exclusive contract as a vocalist a long-time ambition. Both sides of the "Teach Me Tonight" action.

LATEST SINGLE: "Teach Me Tonight" b-w "When the Lights Go Down Low." **LATEST ALBUM:** "George Maharis Sings."

By NIKI KALISH
W. B. PLUGS PRUDDEN: Warner Bros. Records St. Louis promoter, Bob Lippert, tells of a recent promotion he held with decaying Jack Elliott on his early morning show at KWK, St. Louis, in conjunction with Bonnie Prudden's LPs, "Keep Fit and Happy." The contest, tagged "Exercise With Jack Elliott and Bonnie Prudden," was successful in all areas. Lippert reports, "Jack pulled ratings; the Bonnie Prudden LP's pulled sales; Jack pulled points in Warner Bros. promotion contest; and the contestants won prizes!"

BENTON BIG WITH GAR: Larry Gar of WLBG, Laurens, S.C., writes to say that Mercury Record's new recording artist Brook Benton is hawking the Southerners with his new Mercury platter "Hit Record." Gar relates he "had a great talk with my friend Brook about stage and told him of my idea to use his great hit of not too long ago 'Boll Weevil Song' as a promo to help local Farm Agents Office to tell local Laurens County farmers about the pest. Brook flipped!"

Lend Support To Symphony

WASHINGTON — Broadcasters are expected to lend strong support to a drive to raise a million-dollar fund for a national headquarters for the American Symphony Orchestra League. A promotional send-off was launched here last week by Carl Haverlin, president of Broadcast Music, Inc., and chairman of the building fund committee for the symphony center.

Haverlin pointed out that broadcasters have a stake in symphony performance. The importance of music must be broadcasting as serious music, to broadcasting as evident in the increasing use of serious music in broadcast programming, he told an informal press gathering here. The names of all broadcasters who co-operate will be inscribed in bronze on a "Broadcasters' Gate" at the symphony center when it is complete.

Mrs. Jouett Shouse, chairman of the President's People to People Music Committee, has donated a site in Fairfax County, Virginia, near the nation's capital, for the center buildings.

Programming kits have gone out to radio and television stations to aid in the fund promotion. All sta-

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

THE QUESTION:

What is the most effective audience gimmick you or your station has used this year?

THE ANSWERS:

BUDDY MORRIS
KDAN, Eureka, Calif.

"Pandemonium" — a wild conglomeration of sound effects. When "Pandemonium" sounds, first listener calling receives a stack of records from us and chances awarded each week by yearly sponsor, Macmillan Music Store. "Pandemonium" sounds many times daily, cutting into commercials, records, anywhere, anytime. Entire Northern California, Southern Oregon area participates, with specific days for local, out-of-town, interstate calls providing equal opportunities for all listeners. Result: happy sponsor, happy listener, happy KDANI

KAI RUDMAN

W.A.T. Trenton, N. J.

WAAT ran a decaying "Remote Bowling Marathon" for the benefit of the March of Dimes, featuring Frank X. Harris, Newman and the Ray Gilmore. They broadcast as they bowled non-stop for 48 hours which is a new national record. March of Dimes Girls collected donations and top recording stars came over to bowl also. There were periodic medical checks and the boys were in excellent condition at the end except for sore thumbs. The impact of the marathon was tremendous.

ROGER CRACRAFT
KBOL, Boulder, Colo.

Our Halloween and holiday phone call contests. On Halloween, we had children carve Jack-O-Lanterns with our call letters in them. These were displayed in the windows of Boulder homes. On Halloween night, judging was held and the winner received \$10. All entrants received a pack of records. On Thanksgiving, we had a phone contest and the winner is selected through a drawing (from listener postcards) and gets to call anywhere in the 48 States for five minutes. We run this contest every holiday, including Christmas.

tions are invited to use promotional material of their own, if they prefer. Haverlin hopes there will be generous donation of free time to the cause. Other media will be invited to participate.

LONG AND SHORT DEBATE: George W. Hippisley Jr., WTBS, Cambridge, Mass., wrote in reply to Gene Nelson's plea for manufacturers to issue shorter records (*"Vox Jaz,"* 4/19/81): "It's sorta discouraging to hear one of my favorite DJs advocating subordination of music for commercials. It seems to me that the primary purpose of a disk show is to play music. It is this steady increase (of commercials) which has driven teen-age listeners away from the radio. If they don't hear the records they surely won't be induced into buying them. Whenever I play a new record, I play the short and long versions of the song, I play the longer one. Not only does this save a tune agin' insult to the listener, but, in the case of 'El Paso,' said shortening renders the lyrics nonsensical," concludes Hippisley.

GAB BAG: Sid Slursnick, program director of WJZZ, (formerly WNTA) Newark, N. J., writes, anent BMB's recent special on jazz radio programming: "You say that most stations concentrate jazz programming in the late night-early morning hours. Well, for anybody near an AM or FM set on Saturday afternoons (3-630 p.m.) they can hear Bob Brown laying down some of the finest jazz grooves in town. And, if you're not a member of the club, from 4 to 5 p.m. each week, the station's ear is devoted to "Meet the Man"—the man being a literate, highly placed member of the jazz-playing community."

DEEJAY AWARDS: **Dick Stewart**, KPXX, San Francisco, has been appointed Northern California Honorary Chairman for the 1962 fund-raising drive of the National Cystic Fibrosis Research Foundation in September. . . . **Herb (Oscar) Anderson**, WABC, New York, is co-chairman of "Disk Jockeys for M.S.," the 1962 Multiple Sclerosis Hope Chest campaign, which will be conducted from May 13 to June 17. . . . **William B. Williams**, WNEW, New York, has been named "Man of the Year" by the Shermans Society of the New York Police Department. He will receive a plaque at the Society's annual ball May 26.

CHANGE OF THEME: James C. Malcer is the program manager of WOR, New York. He reports to Bob Smith, programming vice-president for WOR and WOR-TV.... New assistant general manager of WJW, Cleveland, is James P. Storer.... Ken Dove, ex-KDEB, San Diego, California, is now at KDFW-TV, Dallas. Dove takes over the 530-9 a.m. slot and O'Shea pilots the midnight-5:30 a.m. all-night segment.... Veteran jockey Al Jarvis and his wife Marilyn have started a midnight to 1 a.m. show on KJLH, Hollywood. Funniest features and interviews with Hollywood motion picture stars.

Mann Seifert has resigned as vice-president of Stars International, a subsidiary of the Peter Frank Organization of Hollywood and New York. His resignation is also effective with the Jerry Franken Company, the public relations firm of the Peter Frank Organization. He will announce his new affiliation shortly. New staffers at KYOS, Merced, Calif., are Keith Allgood and Loren (Mike) Lundie. Charles Murdoch has been upped from program director to general manager post at WQAM, Miami. He will continue to emcee his nightly 4-7 drive-in show.

Cathy Furness is starting her fifth year in record promotion with new offices on Market Street, San Francisco. . . . Bob Waller, WHNC, Henderson, N. C., who has a flock of jazz shows on that outlet, weds Pat Riley September 1 in Arlington, Va. . . . Jim Henderson, program director of WFAC, Farmville, N. C., has a new country and western decay (name not given) and needs c.&w. wax for the show. . . . Station KFWB, Hollywood, has changed its policy on distribution of its

(Continued on page 34)

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP-5 Years A
May 6, 1957

1. All Shook Up, E. Presley, RCA Victor
2. Little Darling, Diamonds, Mercury
3. Raved and Raved, P. Ponna, RCA Victor
4. Come Go With Me, D. Willcox, Dot
5. School Day, C. Berry, Chess
6. Gonna, F. Huskey, Capitol
7. Party Doll, B. Knaz, Ronette
8. Why, Baby, Why! P. Boone, Dot
9. So Rare, J. Dorsey, Fraternity
10. Rock A Little, G. Mitchell, Columbia

POP-10 Years Ago
May 10, 1952

1. Wheel of Fortune, K. Starr, Capitol
2. Blue Tongs, L. Anderson, Decca
3. Blacksmith Blues, E. M. Morse, Capitol
4. Guy Is a Guy, Doris Day, Columbia
5. Kiss of Fire, G. Gibbs, Mercury
6. Pittsburgh, Pennsylvania, G. Mitchell, Columbia
7. I'll Walk Alone, D. Cornell, Coral
8. Forgive Me, E. Fisher, RCA Victor
9. Blue Tongs, H. Winterhalter, RCA Victor
10. Rev. I. Ray, Dial

RHYTHM & BLUES—5 Years Ago—May 6, 1957

- All Shook Up—E. Presley, RCA Victor
School Day, C. Berry, Chess
Little Darlin', Diamonds, Mercury
Come Go With Me, B. Vikings, Dot
I'm Walkin', F. Domino, Imperial

- Lucille, Little Richard, Specialty
C. C. Rider, C. Willis, Atlantic
Party Doll, E. Knez, Roulette
Next Time You See Me, Little J. Parker, Duke
and Bernice, E. Price, ABC-Paramount

*Greetings MOA
Best Wishes for a
Successful convention
and thanks for all those plays
-Tony*

MR. MUSIC

TONY BENNETT

Current Best Selling Single:

"I LEFT MY HEART IN SAN FRANCISCO"

Columbia #42352

Current Best Selling Album:

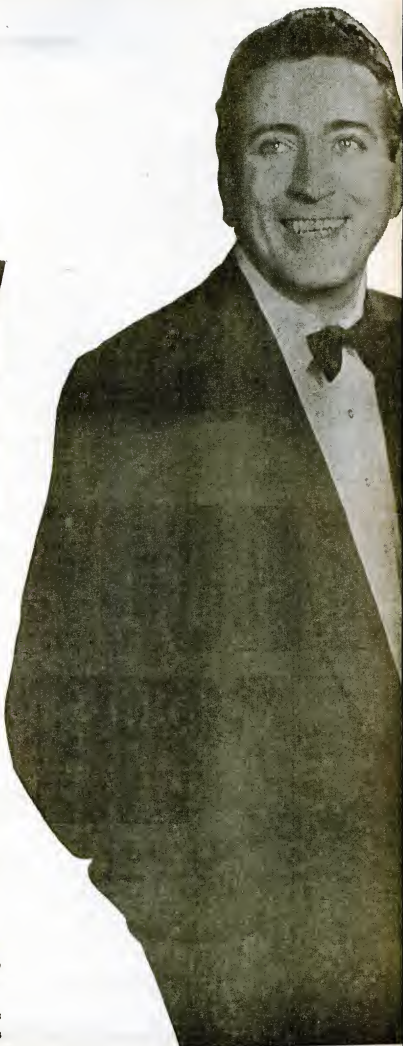
"MR. BROADWAY"

Columbia *CL 1763

CS 8563 Stereo

Exclusively:

Columbia Records



WITH THE COUNTRY JOCKEYS

By BILL SACHS

Virge Brown, chief announcer and c.d.w. deejay at WGRB, Greenville, Pa., is back in harness after a two-year layoff resulting from injuries sustained in a recent auto accident. Virge invites artists and disc jockeys to send him their latest releases for instant exposure. . . . Al Rogers, c.d.w. jock at KBUY, Amarillo, Tex., is set with his Rocky Mountain Boys on a long string of rodeo dates in Colorado, New Mexico, Texas, Oklahoma and Wyoming this summer. Others manning the turntables at KBUY are Gene White, Linda Verg Bond, Ken Skelton and Ken Hightower. . . . Bill Anderson infos that "J.L. Wheels," by George Kent on Dial Records, and "What's Fair About Farewell," by Billy Denton on the Smash label, are available by writing on your station letterhead to Tree Publishing Company, 319 Seventh Avenue North, Nashville.

Jim Reddell, P. O. Box 611, Baytown, Tex., has available deejay samples of George Jones' new "D.P. Records" release, "I Finally Broke the Spell" and "The Ways of Life." Put your request on your station's letterhead. . . . Jimmie Skinner's Music Center, specializing in country music, has moved into new and larger quarters at 124 East Sixth Street, Cincinnati 2. Firm manager, Lon Epstein, invites jocks to write in for a sample of Jimmie Skinner's new Mercury release, "I'm Proud Heartaches" b.w. "I Know You're Married." . . . Deejays missed in the mailing on George Jones' new United Artists album, "The New Favorites of George Jones," may obtain a copy by writing to Gabe Tucker, De Music Company, Inc., 314 East 11th Street, Houston.

"Thanks for entering my plea for country records," typewrites Tommy Boyles, of WILK-AM-FM, Aubrey Park, N. J. "Most of the companies came to my aid and my Rhythm Round-Up is off to a good start. Listeners' response has been great, too, and I plan to start a Top 10 or 20 soon. I do my best to plug new artists and records, but I need the hits to hold the audience." . . . Les and His Western Playboys, popular in Northern Ohio, have a new release on the Wellburn label, "It's Rough" b.w. "Things That Might Have Been." A line to B-W Music, Inc.,

Box 337, Wooster, Ohio, will fetch you a sample. . . . Deejays needing a copy of Jim and Jesse's new Epic release, "My Empty Arms" b.w. "Stormy Horizons," drop a line to them on identifying stationery. Address: Box 425, Prattville, Ala.

Don Larkin is back on the air at WAAI, Trenton, N. J., with his "Homestead Frolics." Present schedule calls for two hours daily (10-12 noon), with more time to be added in the near future. Don says he's in need of records and taped intros of artists to be spotted throughout the day. Don and the "Homestead Frolics" have been prominent in the New Jersey-New York sector for more than a dozen years. . . . Gene Williams, producer and director of "Cotton Town Jubilee," presented each Saturday afternoon from the stage of the Rosewood Theater, Memphis, has just issued his first release on his own Cotton Town Jubilee label. The artist is Sonny Williams, who has recorded a sale of Hank Williams' old numbers. C.d.w. deejays are invited to write for a sample. Address: Cotton Town Jubilee Records, Inc., P. O. Box 322, West Memphis, Ark.

Howie Promer, of Seacoast Patrol Radio, WHEB, Portsmouth, N. H., is in need of country and gospel records to replace those consumed by flames in a recent fire at the station. . . . Gov. Jimmie Davis and citizens of the State of Louisiana were given a salute by Col. Johnny Daume on WKLF, Rockford, Ill., recently, when Daume played the new Jimmie Davis release, "Where the Old Red River Flows," currently the top c.d.w. tune in the Rockford area. Colonel Daume recently received his honorary commission from Governor Davis. . . . Don Rhodes, president of National Sounds Records, Minola, Tex., writes that he's happy with the reception the jocks have given the firm's initial release, "Red River Shores" b.w. "Ballad of the Hounds," by John Jay, and "Life of Another Man" b.w. "It's Money," by Mike Clay. Rhodes invites deejays to write in for a sample.

Don Williams of Station WEED, Rocky Mount, N. C., where he spins both pop and country, writes: "I recently attended the Flatt and Scruggs

BILLBOARD MUSIC WEEK

EASY LISTENING

This List Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1 STRANGER ON THE SHORE, Mr. Acker Bilk, Alca 6217	9
2	4 OLD RIVERS, Walter Brennan, Liberty 55438	6
3	2 P.T. 109, Jimmy Dean, Columbia 42338	7
4	5 EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379	5
5	3 FUNNY WAY OF LAUGHING, Burl Ives, Decca 31371	7
6	6 CATERINA, Perry Como, RCA Victor 8004	7
7	7 YOU ARE MINE, Frankie Avalon, Chancellor 1107	8
8	11 MOST PEOPLE GET MARRIED, Patti Page, Mercury 71950	4
9	10 TWO OF A KIND, Son Thompson, Hickory 1166	9
10	14 COUNT EVERY STAR, Linda Seidel, Canadian-American 133	6
11	17 MOON RIVER, Henry Mancini, RCA Victor 7916	22
12	13 MOMENTS, Jerril Hawkins, Amazon 1003	8
13	— FELLOW THAT DREAM, Elvis Presley, RCA Victor EPA 4368 (Extended Play), 1	
14	12 I WILL, Vic Dana, Decca 51	7
15	18 TEACH ME TONIGHT, George Maharis, Epic 9504	4
16	19 IF I CRIED EVERY TIME YOU HURT ME, Wanda Jackson, Capitol 4723	4
17	— LEMON TREE, Pele, Paul and Mary, Warner Bros. 5274	2
18	— THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273	1
19	— STRANGER ON THE SHORE, Drifters, Atlantic 2143	1
20	20 LOVE CAN'T WAIT, Mary Robbins, Columbia 42375	3

concert at the University of North Carolina. I wanted to see how the future leaders of tomorrow would accept this type of show. It was a most thrilling experience. Never have I seen a country show so well accepted. The audience response was tremendous. The police chief said he had never seen such response from the students, even for the rock and roll shows that had played there. If you have any doubts about the future of real country sound, catch Flatt and Scruggs and their Foggy Mountain Boys at one of their concerts."

Congressional Record Gets WNEW Praise

NEW YORK — Station WNEW here made the Congressional Record in both houses of the 87th Congress, Second Session.

On March 28, Senator Jacob Javits read a lengthy tribute to WNEW into the record, playing up the fact that the outlet had won the 1962 Brotherhood Award. Two weeks later (April 10) Representative Emanuel Celler read an equally lengthy memo into the Record—saluting WNEW for the cause of live music and the AFM with its series of live-music spectacles.

Len Hensel Joins WSM

NASHVILLE — Bob Cooper, general manager of Station WSM here, has announced the appointment of Len Hensel as national sales manager for WSM Radio. Associated with Ziv-United Artists the last eight years, Hensel has had wide experience in the broadcasting field, having served as program director and commercial manager for WOW!, Florence, Ala., and as account executive for WAPL, Birmingham.

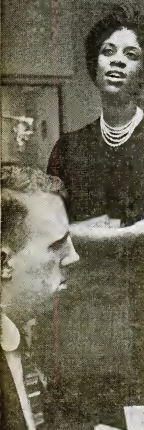
Bob Galtion
OFF AND SELLING!
HICKORY 1166
SMALL TOWN GIRL

HEADED FOR HITSSVILLE!
CHARLIE RICH
EASY MONEY
b/w **MIDNITE BLUES**
Philips Int. 13576
639 Madison Memphis, Tenn.

AUDIO FIDELITY RECORDS
STEREO
LIMITED TIME OFFER!
VOLUME 2
298
BONUS PRE-PACK
MORE BEST OF THE PERMANENT
DUKES
OF DIXIELAND
OF DIXIELAND
19th, 20th, 21st, 22nd, 23rd, 24th, 25th, 26th, 27th, 28th, 29th, 30th, 31st, 32nd, 33rd, 34th, 35th, 36th, 37th, 38th, 39th, 40th, 41st, 42nd, 43rd, 44th, 45th, 46th, 47th, 48th, 49th, 50th, 51st, 52nd, 53rd, 54th, 55th, 56th, 57th, 58th, 59th, 60th, 61st, 62nd, 63rd, 64th, 65th, 66th, 67th, 68th, 69th, 70th, 71st, 72nd, 73rd, 74th, 75th, 76th, 77th, 78th, 79th, 80th, 81st, 82nd, 83rd, 84th, 85th, 86th, 87th, 88th, 89th, 90th, 91st, 92nd, 93rd, 94th, 95th, 96th, 97th, 98th, 99th, 100th

When answering ads . . .
Say You Saw It in
Billboard Music Week

NEW HIT TEAM!



JEANNE LEE AND RAN BLAKE.
"The Newest Sound Around."
The rich, pure voice of Jeanne Lee coupled with the explorative piano of Ran Blake brings a new sound to the blues idiom. Power, dimension . . . and potent appeal for blues and jazz fans. "Love Man," "Evil Blues" and 9 more!

THE NEWEST SOUND AROUND
JEANNE LEE
RAN BLAKE
RCA VICTOR
The most trusted name in sound

XOXO

Continued from page 33

"Fabulous 40 Survey." Now only one special bulletin is sent each dealer for display in the store itself, rather than as giveaways.

Bob Farrar is new director of custom production for PAMS Syndicated Productions, a Dallas jingle firm. Farrar was one of the founding stockholders of KVIL, Dallas. . . . Station KING, Seattle, has moved its entire 24-hour news and music programming operation over to the RCA Exhibit at Seattle's World's Fair. . . . Dave Diamond, program director of WKGN, Knoxville, Tenn., is crowing over the latest Pulse and Hooper rating which again rate WKGN No. 1 in the market.

TEXAS: Station KONO, San Antonio, has introduced a new game tagged "Top Ten Tunde-Dex," whereby listeners are asked to select their top 10 tunes (current hits or new discs) for their favorite deejay. Play. Prizes distributed on the Charlie Van show include a KONO radio. . . . Dave Godwin has joined KTRH, Houston. . . . Jim Tidgeway, KITE, San Antonio, is residing at home following a six-week stay at the Baptist Memorial Hospital. . . . Deejays at KONO, San Antonio, are originating their shows from the "Alamobile," a remote unit parked on Alamo Plaza near the historic Alamo site.

BUENOS DIOS, "OPS" -
Muchos gracias por tocar
mis ultimos discos*



"ADIOS AMIGOS"

RCA VICTOR 8019

JIM REEVES

**which means many thanks for
playing my latest record
"Adios Amigos" and all my other records*

during my past seven years or

RCA VICTOR 
MADE IN U.S.A. RADIO CORPORATION OF AMERICA
 The most trusted name in sound

DIRECTIONAL

NEW NEW NEW

HI SOUND III

A PRODUCT OF PREMIER ALBUMS, INC.
356 W. 40th St., N.Y.C.

MUSIC AS WRITTEN

Continued from page 12

catalog of his works sponsored by publishers under whose imprint Jack's works have appeared. Catalog will be issued December 7, the composer's birthday. . . . Harry Belafonte is in the midst of his seven-week concert tour, which ends with a two-week stand at Detroit's Fisher Theater, starting May 21. . . . Sammy Kaye and co. opens in RCA's Riviera Hotel June 6 for a two-month stand. . . . Thrush Al Steele, of the A-J label, was hospitalized recently after the fractured her ankle in a car accident.

Bob Rolonta

Chicago

The 12th annual Music Operators of America convention at the Morrison Hotel here, May 6-8, is drawing record and juke box traders from around the country. One of the largest contingents is coming from Columbia and will include Bill Gallagher, vice-president; Mort Hoffman, national sales manager; Jack Loets, general manager; Don England, sales manager; Joe Lyons, national field sales manager; Bob Thompson, national promotion manager; Graville White, national field promotion manager; and Tom Catalano, singles manager. All these plus a local contingent of Paul Smith, Larry Owsen and Pat Goss, and artist Jimmy Dean, scheduled to appear at MOA's Tuesday night banquet. . . . RCA Victor's Stan Pat is throwing a giant bash for the press, radio-TV and record dealers, featuring Al Hirt and his sextette, at the Living Room May 9. Hirt opens at the boite the next day for two weeks, reportedly the highest paid act yet to appear in the club. Pat then takes to the road for a Midwest promo tour on RCA's new "soul singer," H. B. Barmann.

Kenny Ball opens Monday (7) at Bourbon Street here for two weeks, only an American engagement for the English star. . . . Jerry Allen, of Allen Records, has settled his contract suit with singer Tony Bellus out of court for an undisclosed amount. . . . Aurora Records, new label in Northlake, Ill., headed by Robert and Dolores Coran, bows its first release, a rock and roll single by Ron Jones. Shorston Records, New Milford, N. J., now has national distribution, with Potter handling the line here. . . . Robert L. Bradford is WGN's new program manager. All these Radio-Revolution possibilities Del Clark and Harry Ashback are co-directing the Dedicatelle Stage presentation of "You Can't Take It With You" May 10-12. . . . Following his May 6 stint on the Ed Sullivan show, Mercury's Dick Contino planned here for May 8 opening at Ray Colombo's Supper Club. . . . Col. Ben Wood, Mercury's Midwest promotion director, was a robbery victim for the second time in recent weeks. He lost some 75 albums and twice as many singles when his car was broken into outside his Chicago residence. . . . A welcome to Steve Schickel, who takes over as BMW's new correspondence man when the writer leaves after the MOA show for a new post in BMW's New York office. Also our thanks to the many friends made during the past several years here. Nick Biro

Philadelphia

Nate Fischer, owner of the chain of Record Marts, is off on another globe-girdling vacation trip. Religious Record, Inc., and G. & G. Music Corporation to handle musical instruments and accessories at wholesale, were organized here. . . . Al Swenson returns his music to Friedmann's Country Villa as a local director. . . . Eddie Newman, WTEL, leaves the station to take over operation of WRN, Atlantic City FM station. . . . Maestro-composer Artie Singer joins forces with music makers Harold Singer and Walter Grigulis to create Manchester Music. . . . Record distributor Ed Benks announces the launching of an indie label of his own, Karen Records, named for his new-born daughter. . . . Pianist Jimmy Wisner joined the Hi-Lo's for a European tour May 25 and will later join with Mel Torme in Stockholm. . . . Bob Keweenaw, house at Chancellor Records, and Pamela Burna, former secretary at the waxworks, merged on May 5 at the Drake. Their honeymoon will be cut short to fly to L.A. for Frankie Avalon's new movie; but will continue in Spain and France in July when Frankie will be in Madrid to film "Valley of Swords," new CinemaScope spectacular. Maurice Orodner

Nashville

Biggest new local TV show is Eddie Hill's "Where Town and Country Meet" on WLAC-TV. Eddie has quite a lineup of artists, including Jerry Byrd, steel guitar great; Fred Shumanke, Scooby Dill, Joe Zinkan, Ben Wilson, Kay Golden and Billy Byrd. Show is being broadcast Saturday a.m.'s, 7-8, CST.

Les Rose, Mel Fosse, Wes Rose and Joe Lucas attended the MOA convention in Chicago, with Les, Mel and Joe going on extended promo trips to make marks in half a dozen cities. Jensen, Hickory Record artist. Wesley Rose went into New York on Accuff-Rose business.

Young femme song stylist Anita McCune was a big hit Saturday (5) at Donelson Arts Club annual gathering. . . . Buddy Killen (True Music) and bride Sue were off to Kentucky Derby over the weekend. . . . Chet Atkins has one of his rare single releases out. It is titled "Melissa." . . . The Jordanaires will hit the Coast again soon for more filming on the new Elvis Presley movie for Paramount. Pat Twitty

Pittsburgh

Bohdy Rydell has canceled out of his Holiday House night club date May 18 to go to the Columbia Pictures movie version of "Bye Bye Birdie," so Conway Twitty is being paid to replace him. It would be Twitty's first Pittsburgh club date since he played Lenny Lynam's Copa about 10 years ago. . . . Guy Lombardo has name to sign for a Twin Coaches club date in late summer.

HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Works on Chart
1	2	CHARLIE'S SHOES, Billy Walker, Columbia 42287	11
2	1	SHE'S GOT YOU, Patsy Cline, Decca 31354	11
3	6	SHE THINKS I STILL CARE, George Jones, United Artists 424	5
4	3	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	7
5	5	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	18
6	9	P. Y. 109, Jimmy Dean, Columbia 42338	4
7	10	MY NAME IS MUD, James O'Day, Mercury 71935	4
8	8	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	11
9	4	A WOUND THAT TIME CAN'T HEAL, Stonewall Jackson, Columbia 42329	17
10	7	THREE DAYS, Faron Young, Capitol 4696	8
11	11	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984	9
12	17	HOOBY'S FOOT HOT YOUNG, Buck Owens, Capitol 4679	12
13	10	ALLA MY LOVE, Webb Pierce, Decca 31347	14
14	12	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289	5
15	18	PUNKY WAY OF LAUGHIN', Burl Ives, Decca 31371	3
16	20	GET A LITTLE BURT ON YOUR HANDS, Bill Anderson, Decca 31358	4
17	25	OLD RIVERS, Walter Brennan, Liberty 55436	2
18	21	SOMETIMES YOU JUST CAN'T WIN, George Jones, United Artists 424	9
19	22	JUST AINT, Lester Flatt and Earl Scruggs, Columbia 42280	6
20	28	WOLVENTON MOUNTAIN, Claude King, Columbia 42352	2
21	19	HONKY-TONK MAN, Johnny Horton, Columbia 42302	5
22	16	ACHING, BREAKING HEART, George Jones, Mercury 71910	12
23	13	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	15
24	15	WILLINGLY, Shirley Collins & Willis Nelson, Liberty 55403	9
25	—	TRouble's BACK IN TOWN, Wilburn Bruns, Decca 31363	1
26	23	GO ON HOME, Patti Page, Mercury 71906	13
27	—	THE BEST DRESSED REGAR (In Town), Carl Smith, Columbia 42349	1
28	27	LOVESOME NUMBER ONE, Don Gibson, RCA Victor 7959	21
29	29	WALK ON BY, Leroy Van Dyke, Mercury 71834	36
30	—	I MAY FALL AGAIN, Buddy Harditt, Nashville 5042	1

Corral has just released "You're My Everything," a platter featuring Tiny Tinn, a local songstress recently at the Horizon Room. . . . She was once a featured singer with Dixie Gillespie, ork. . . . Peter Nero came here for a three-day "World of Sight and Sound" show in Kaufmann's Department store. Phyllis Diller also appeared. Leonard Mendlovitz

Hollywood

Capitol will issue a parody of Walter Brennan's Liberty hit, "Old Rivers," in a single recorded by the Lettermen to be called "Son of Rivers." The caricature cutting is scheduled for release in mid-May. Label copy, in an effort to cloak the identity of the Lettermen, lists Tony, Bob and Jim as the artists.

The Lettermen have been doing a Walter Brennan take-off as part of their night club routine for some time, using a character called Walter Brennan. The parody platter was the brainchild of artist and repertoire producer Nick Venet. Snuff Garrett was a.d.r. man on the Liberty original.

Cincinnati

Chuck Huesman, local Cosnat chief, acquired Freddie Cannon around the deejay circuit here last week to aid in plugging the latter's new Swan Records' release, "Palindromes Park." Accompanying Cannon on the trip here was Bernie Benick, Swan boss man. During their stay here they made the hops with deejays Bob Braun, Ron Brittan and Dick Provo, and departed Tuesday (1) for St. Louis. . . . Sarah Vaughn, accompanied by her own trio of musicians, moves into the suburban Surf Club here May 15 for a week's stand. . . . Pat Pennell, who has been singing at the Rendezvous Bar here, signed as vocalist with the Ralph Marterie band last week. He joins the Marterie crew in Denver in two weeks. Bill Sachs

their Next Hit!

"PLEASE HELP"

the

DUKAYS

442

Virginia

SPRING BOARD TO SPIN!

I SOLD MY HEART TO THE JUNKMAN

THE BLUE BELLS

NEWTON

THAT'S MY DESIRE

THE SENSATIONS

APP

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FLOYD GRAMER RCA VICTOR

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Jubilee

JOHNNY TILLOTSON

His Newest Chartmaker!

"IT KEEPS RIGHT ON A-HURTIN'"

Cadence #1418

CADENCE RECORDS

119 West 57th St., New York City

Top-earning standard for the nation's juke box operators last year was Glenn Miller's "In the Mood," on RCA Victor, while the top-earning standard tune was "Standards," with four versions getting votes. For a complete report on which standards earned most juke box operators, see Page 57.

JUKE BOX DYNAMITE!



JOEY DEE

Thanks Ops For:
"PEPPERMINT TWIST"
"HEY, LET'S TWIST"

& THE STARLITERS

and now...

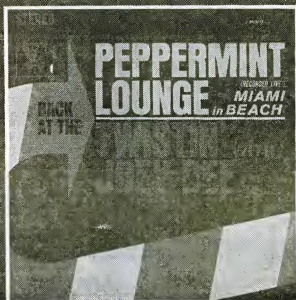
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**BEST
SELLING
ALBUM**

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 24

Continued from page 24
Lyrics of the songs are included with the package.

*** KISS ME, KATE
Frank Sinatra, Lido Heat, May Mard, Columbia CL 1748 (M) CS 854 (S)—This music collectors will relish this performance of the great Cole Porter songs. The performers are in rich, belted-style voices on such memorable items as "Wonderful," "Always True to You"—I Have Men, "Another Op'nin' Another Show," etc. Mr. Sinatra and Miss Mard have built a following with their previous show albums.

*** MORE RADIOS
GREAT OLD SONGS
Frank DeVol and the Rainbow Band, Columbia CL 1778 (M) CS 878 (S)—Here's a nostalgic package of old radio themes ranging from "Poor Butterfly" ("My Heart and My Soul") and "Blossom Time" ("I'm and About") to "Somewhere My Friend You" ("Mr. Kees, Tracer of Love"). DeVol and his band select a melodic instrumental treatment, which captures the flavor of the original theme. Sure-fire nostalgia for deejays and collectors. Album sleeve spotlights photos and data on the old radio shows.

*** HAWAIIAN
Coral T. T. (M) ST 1790 (S)—For those staunch fans of Hawaiian music here's the pick of the singer star of the Monarch Room of the Royal Hawaiian Hotel, Hawaii. Her deep voice is used frequently on a series of 11 songs, all of them identified with the Pacific Islands, including "Sweet Home of Hawaii," "Some Enchanted Evening," "Hawaii, Hawaii," "Sweet Home of Hawaii," "Lullaby," along with many others. Her songs accompanied by the usual Hawaiian instrumentation along with a mixed chorus.

*** RANDO SPACULARI!
Bando and the Bando Band, Columbia CL 1791 (M) CS 891 (S)—The Bando Band have made a name for themselves via their previous albums on the label. This new set should add to their fame. It contains a rock of standard '67 in a style of rock and roll, and a collection of songs in a style to sing along with the familiar songs. There are such items as "I'm Nobody's Baby" and "Sweet Home of Hawaii," and also plenty of songs favorites as well, including "The Wolfpen Song."

*** MAN WITH THE RAINCOAT
Paul Robeson, Decca DLP 3422 (M) DLP 3422 (S)—Eddie Peabody has long been one of America's favorite bachelors, and his album on the label has long been a good seller. This new set should do well with the same audience. It includes such standards as "St. Louis Blues," "Sweet Home of Hawaii," "I'm and About," and "I'm Nobody's Baby." Robeson and his band "St. Louis Blues," Peabody plays them in a dazzling fashion.

*** TWISTIN' TWELVE GREAT RITS
George Cates and Ork. Decca DLP 3422 (M) DLP 3422 (S)—George Cates and his orchestra present a spirited and varied instrumental version of the Chuck Strong-Land album score for the current Broadway hit show, "Aladdin." Holms brings out the best in the score and offers a different arrangement and featuring a driving piano. There are 12 tracks, including "The American Band," "I'm Nobody's Baby," "St. Louis Blues," "What a Beautiful Morning" and "Some Enchanted Evening." The set is a good stereo sound and could have wide appeal.

*** MUSIC FROM THE BROADWAY MUSICAL ALL AMERICAN
Lobby Holmes and his Ork. MGM ESE 4024 (M)—Lobby Holmes and his orchestra present a spirited and varied instrumental version of the Chuck Strong-Land album score for the current Broadway hit show, "Aladdin." Holmes brings out the best in the score and offers a different arrangement and featuring a driving piano. There are 12 tracks, including "The American Band," "I'm Nobody's Baby," "St. Louis Blues," "What a Beautiful Morning" and "Some Enchanted Evening." The set is a good stereo sound and could have wide appeal.

*** THE FABULOUS HITS OF DINAH SHORE
Dinah Shore, Capitol ST 1794 (M) CS 891 (S)—Another of the Star Line series, Capitol presents the popular singer, Dinah Shore, in a showcase of her previous hits wrapped in new arrangements. Dick Reynolds presents a mix of her hits, including "I'm Nobody's Baby," "St. Louis Blues," "What a Beautiful Morning" and "Some Enchanted Evening." The set is a good stereo sound and could have wide appeal.

Jazz

LES MCCANN, LTD., IN NEW YORK
Pacific Jazz Stereo 45—The high-powered West Coast pianist is caught on location at Greenwich Village's Village Gate on this set with a complement of East Coast swingers. Blue Mitchell is on trumpet and the tenor sax choruses are handled by Frank Hankins and Stan Turrentine. It's a down home set with much excitement generated by the group and readily appreciated by the Gate audience.

Classical

LA BOHEME
Various artists and Orchestra e Coro del Maggio Musicale Fiorentino. DGG 138764-S—A beautiful rendition of this favorite Puccini opera, performed in outstanding stereo fashion. Despite the presence of about competition, few sets current can match this for sound. The standout cast includes Renata Scotti (Mimi); Jolanda Meleguzzo (Musetta); Gianni Poggi (Rodolfo), and Tito Gobbi (Marcello). Complete libretto is presented in German, Italian, French and English. This new offering can become standard wax merchandise.

PROKOFIEV: SONATA NO. 8; HAYDN: SONATA 44; CHOPIN: BALLADA NO. 3; DEBUSSY: SELECTIONS PRELUDES I

Styroslov Richter. DGG SLP 138766—The Richter-merchandise on the market consistently grows, yet each new offering has to be considered as strong potential wax. Here is another spellbinding performance of a variety of interesting works in the expressly for piano school. Package is one of the first of the new DGG-MGM releasing arrangement, and considerable promotion can naturally be expected. Good new material, well packaged in a new type, hard-cover liner.

SPECIAL MERIT ALBUMS

POP

24 DISTINGUISHED DANCE ARRANGEMENTS BY RAY NOBLE (2-12")
Capitol TR 10312—This top-LP album contains some of the best known sides waxed by the Ray Noble band in the 1930s. Among the tunes that were smash hits for the English ork those days are such favorites as "The Very Thought of You," "Over My Shoulder," "Close Your Eyes," "Lucky Day," "Mad About the Boy," "Lying in the Hay" and many, many more. The sound is not today's, but the music is still as memorable as ever, and the band sound is warm and mellow. Good nostalgia item.

International

COLUMBIA!
Jesus Zapata and the Estudiantina Iris. Capitol TR 10316 (M) ST 10316 (S)—As refreshing an LP as has come along in some time, this features an orchestra of plucked string instruments, mainly guitars, with rhythm accompaniment, playing folk dance music that is charming and unique. It's a danceable, lively, Latin terp fans, but also makes striking listening and will provide outstanding programming for "good music" or FM stereo broadcasts.

Classical

BACH: SIX SONATAS FOR VIOLIN AND HARPSICHORD
Robert Gerle and Albert Fulkner, Decca DXSA 7168 (S)—This two-LP album could turn out to be a connoisseur's delight. It spotlights Robert Gerle on violin (playing the "ex-Hubay" Stradivarius of 1726), and Albert Fulkner on harpsichord. These are Sonatas 1 through 6, S. 1014 through 1019. The album is beautifully packaged and the liner notes are intelligent and rewarding.

My Love." All these sides have strong appeal just on Dave Owsen's name, but the group lacks excitement. Best of the many items is "When the War Breaks Out in Mexico."

*** DAVE GUARD AND THE WHISKEYHILL SINGERS
Capitol TR 1728 (M) ST 1728 (S)—Ex-Kingston Trio Dave Guard's first solo album with his own group, the Whiskeyhill Singers, is disappointing. The new group is much closer to a serious folk style than the Kingston were or are, but the appeal of the Whiskeyhill Singers is applied to it strings and voices. Stereo too is particularly good as the old group "Some of the original-type folk efforts. They should

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	HASHED POTATO TIME, Dee Dee Sharp, Cameo 212	7
2	3	SOUL TWIST, King Curtis, Enjoy 1000	13
3	11	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	3
4	4	SOLDIER BOY, Strinella, Capitol 1228	5
5	2	LOVE LETTERS, Kathy Laster, Eno 3008	10
6	8	I FOUND A LOVE, The Falcons, LePine 1003	6
7	14	AT THE CLUB, Ray Charles & His Ork. ABC-Paramount 10314	5
8	6	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	11
9	7	SLOW TWISTIN', Chubby Checker, Parkway 835	8
10	15	AWAY THAT LOVING YOU, Bobby Bland, Duke 338	9
11	16	NIGHT TRAIN, James Brown, King 5614	14
12	21	HARVEY, Eddie Holland, Motown 1021	10
13	10	HIDE YOUR HAIR, Ray Charles & His Ork. ABC-Paramount 10314	5
14	17	THE JAM, Bobby Gregg & His Friends, Cotton 1003	6
15	23	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030	5
16	6	AWAY GET YOUR Y-O-Y, Little Junior Parker, Duke 345	9
17	22	GONNA MISS YOU AROUND HERE, B. B. King, Kent 372	8
18	9	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	7
19	27	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	11
20	—	DON'T PLAY THAT SONG, Don E. King, A&M 6222	1
21	20	TWISTIN' THE NIGHT, Ben E. King, RCA Victor 7993	13
22	13	OUR ANNIVERSARY, Shop & the Limelites, Hi-Fi 748	12
23	—	ANY DAY NOW, Chuck Jackson, Wand 122	1
24	18	MEET ME AT THE TWISTIN' PLACE, Jeanette Morissette, Ser 126	4
25	19	CRY TO ME, Solomon Burke, Atlantic 2131	12
26	—	TIL TAKE YOU HOME, Constance, Tuff 1818	1
27	—	STRANGER ON THE SHORE, Mr. Acker Bilk, A&M 6217	1
28	12	WHO WILL THE NEXT POOL, Ben E. King, Duke 347	6
29	—	DREAM COME TRUE, Temptations, Gordy 7001	1
30	25	HEY BABY, Bruce Channel, Smash 1731	12

Jazz

YOUNG BLUES
Larry Young, Prestige New Jazz 8264 (M)—Here's a great, young jazz talent on organ with an impressive collection of seven tracks featuring the organist with a top rhythm section. Thorne Schwartz is on guitar (he played for a long time with another top jazz organist Jimmy Smith). The set is beautifully packed, showcasing Young's fiery and colorful style. "Young Blues," "Midnight Angel," "Little White Lies" and "African Blues," are all vehicles which show his top-flight talent. He's one to watch.

Spoken Word

THEODORE BIKEL
Elektra EKS 7220 (S)—Theodore Bikel, actor and folk singer, displays his versatility as a performer here in the area of oral interpretation. Reading various selections from the Scriptures, Bikel brings life to the words and uses his eloquent voice and acting background with great effectiveness. Dave Seltzer's musical score enhances the entire program. Miss Marion Seldes joins Bikel in "The Song of Songs" as Shulamite and scores well with her warm and expressive vocal qualities. A class item in its category and Bikel's name should draw sales.

when answering ads . . .

See You Saw It in Billboard Music Week

(Continued on page 42)

NARAS ALBUM COVER NOMINATIONS

Pictured below are the five albums that have placed as finalists in each of the two album cover categories. The winners will be determined by the voting of the NARAS membership.

Best Album Cover (Other Than Classical)

NEW ORLEANS THE LIVING LEGENDS
PETER BOCCAGE
WITH HIS CREOLE SERVANTS
LOVEHILL'S RACINE ORCHESTRA



REVERMIL

New Orleans—The Living Legend



Jackie's Bag

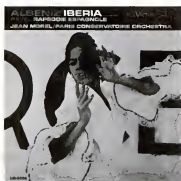


Breakfast at Tiffany's



Judy at Carnegie Hall

Best Album Cover (Classical)



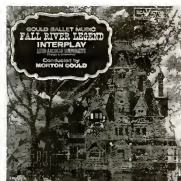
Albeniz: Iberia; Ravel:
Rapsodie Espagnole



Golden Age of English Lute Music



Puccini: Madame Butterfly



Gold Ballet Music: Fall River Legend,
Interplay, Latin American Symphonette

L ACADEMY OF

Chicago



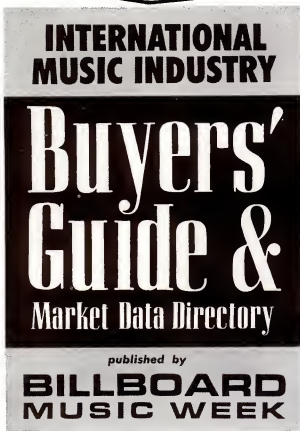
RECORDING ARTS AND SCIENCES

Los Angeles New York

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3. MUSIC PUBLISHERS
4. RECORD MANUFACTURING SERVICES AND SUPPLIES
 - a. Recording, Editing, Mixing, Mastering Studios
 - b. Tape Duplication Studios
 - c. Magnetic Recording Tape Manufacturers
 - d. Machine Shops (manufacturing record presses and allied pressing equipment)
 - e. Processing Plants (making masters, mothers, stampers and other pressing parts)
 - f. Materials Milling Plants (processing vinyl and supplying "biscuits")
 - g. Record Pressing Plants
 - h. Record Plating Plants
 - i. Manufacturers and suppliers of labels for records
 - j. Manufacturers and suppliers of sleeves for records
 - k. Manufacturers and suppliers of jackets for records
 - l. Printers, Lithographers and Laminators of records
 - m. Manufacturers of Polyethylene bags
5. RECORD SELLING AND DISTRIBUTING SERVICES
 - a. Record Distributors
 - b. One-Shops
 - c. Rack Jobbers
 - d. Exporters and Importers
6. MUSIC-RECORD SERVICES & SUPPLIES
 - a. Record Promotion & Publicity Services
 - b. Music Trade Associations
 - c. Music Licensing Organizations
 - d. Record Programming-DJ Services and Aids
 - e. Miscellaneous record services
 - f. Manufacturers and suppliers of racks
 - g. Manufacturers and suppliers of browser boxes
 - h. Manufacturers and suppliers of needles
 - i. Manufacturers and suppliers of cleaners, cloths, brushes
7. COIN MACHINE SERVICES AND SUPPLIES
 - a. Manufacturers of Juke Boxes
 - b. Manufacturers of coin-operated games
 - c. Distributors of juke boxes and coin games
 - d. Coin Machine Trade Associations
 - e. Manufacturers and suppliers of title strips
 - f. Manufacturers and suppliers of juke box parts

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Any company engaged in one or more of the areas of business listed below, no matter where it is located, may have a free listing in the Buyers' Guide, the one volume to be used the full year around by the Music-Record industry.

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If you were listed correctly in the 1961 Source Book & Directory, it is unnecessary to do anything further. However, all others should fill out and return the coupon below as quickly as possible to be assured a free listing. The coupon should be returned by all companies located outside the Continental United States, or if the 1961 Source Book contained no listing or one which is no longer accurate.

The Editor—BILLBOARD MUSIC WEEK BUYERS' GUIDE—
1564 Broadway, New York 36, N. Y.

I wish to provide you with the following information about my company so that you may include it in the forthcoming International Music Industry Buyers' Guide & Market Directory.

- ☐ My Company was not listed in the 1961 Source Book
- ☐ My company's listing in the 1961 Source Book should be changed

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**MONEY
TALKS**

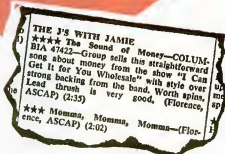
—you'll believe it when you hear IT!

**"THE
SOUND OF
MONEY"**

b/w

"MOMMA, MOMMA, MOMMA"

(Both from the Smash Broadway Musical, "I Can Get It For You Wholesale")



THE MOST-LISTENED-TO VOCAL QUARTET ON RADIO/TV
MAKE THEIR FIRST RECORD FOR COLUMBIA . . .

Millions hear the J's with Jamie Daily. This Chicago-based vocal group made more than 500 radio and TV spot commercials during the past four years. Their combined and solo voices are heard hundreds of times each day on network and local programming. A distinctive blend and versatility are evident on this first Columbia recording. Jamie and her cohorts truly have **THE SOUND THAT SELLS!**

*the
J's
with
Jamie*

COLUMBIA #47422

INTROS & ACTS

More Disk Jockeys Leading Double Lives in Record Biz

NEW YORK—Deejays are crossing over into the performer-manufacturing field at an ever-increasing rate. The latest deejays-turned-

artists (and/or manufacturers) are Bryce Bond, WFMJ, New York; Joe Colombo, WGLI, Babylon, N. Y.; Ken Garland, WJAR, Providence, and ex-Detroit spinner Mickey Shorr.

Bond and Colombo have a comedy album about the "Beatnik Life of Greenwich Village" coming out on Strand. Shorr is represented by "Dr. Ben Casey," a new novelty single—saturating the "Ben Casey" TV show—on the Tuba label.

The Garland deal is somewhat unusual in that WJAR management and the local Kiwanis Club are behind it. The album, "Sterling Mussman Almost Sings at Carnegie Hall," was produced "entirely with Rhode Island talent—ork, singer, and arranger." Even the jacket was designed, printed and manufactured in Little Rhody.

All proceeds from sale of the LP go to the Kiwanis Club Project for underprivileged children, and 39 Rhode Island dealers have agreed to put the album on sale at no profit to themselves. In addition, the local transit advertising company has provided 200 locations for car card advertising the LP. A local auto dealer has already purchased 400 albums.

Mussman's identity is being kept a secret, but Garland is their personal manager, wrote the liner notes, and—some say—may even be Mussman himself.

NO EXCLUSIVE
3 B COPYRIGHT

PHILADELPHIA—Anybody who wants to put Bach, Beethoven and Brahms on sweatshirts, undershirts or hairshirts and sell same can go right ahead. U. S. District Court Judge Alfred L. Luongo ruled here that, like their music, likenesses of the eminent "Three B's" are in the public domain and no one can make exclusive use of them.

Two firms that have been selling sweatshirts with the composers' faces prominently displayed thereon asked the court to prohibit another firm from selling similar shirts at lower prices. Judge Luongo said any copyright claim on such shirts was open to "serious attack."

Leader in the r.a.b. poll of 1961 top juke box earners was Chubby Checker's "The Twist" on Parkway, with no other disc even coming close. The record also came within a hair of being voted the top earner in any classification, according to Billboard Music Week's 1962 Music Machine Survey. Complete details are on Page 57.

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Replogle Globes of Chicago is currently merchandising this tubular, steel-fretted record rack under the Lyric trade-mark. The double-deck unit holds 120 records. It takes a minimum of floor space, being only 13 1/4 inches by eight inches. The rack is shipped knocked down and ready for assembly. Retail selling price is \$9.95; slightly higher West of the Rockies.

Tape Meets the Eye

Handy display card shown here brings many of the Scotch brand recording tape and accessories to the eye of the public. Minnesota Mining and Manufacturing is making the display available to all dealers in 3M recording products. Interested parties should contact salesmen or write Dept. Y2-143 at the firm's St. Paul address.



New Packaging Display



Walco, of East Orange, N. J., is adding to the promotion of its line of accessories, especially eight of a new line of 12. The packaging idea is called a transparent acetate blister, and its styled to be an eye-catcher. The company has also produced a compact rotary wire rack which is said to occupy 12 inches of counter space and displays the complete line. The racks come as part of a deal involving \$180 worth of merchandise at list.

ARD, Other Retailer Groups Push
For Price Stabilization Proposal

NEW YORK—A law that would make possible the setting of an official retail price and bidding to it is the goal of the Association of Record Dealers of New York and New Jersey, Working on the theory that "in union there is strength," ARD President Mickey Gensler met

last week with members of a number of other retailer trade associations here to map strategy in the campaign.

A Quality Stabilization Bill has already been introduced in the Senate under the designation, S. Resolution 159. The proposed legislation would have the effect of eliminating cutthroat discounting of record product, once a manufacturer sets a market price for value on the product. Such a law would also, it is believed, tend to eliminate transshipping, since the basis of the appeal of transshipped goods is usually a better price.

Gensler, along with the representatives of other retailer groups decided on steps to be taken by dealers in advancing the campaign. First, all dealer members of all groups concerned, be they gaso line station operators, pharmacists hardware or clothing stores or disk outlets, would write letters to Sen. Hubert Humphrey, sponsor of the bill.

Secondly, New York dealers would write Senators Keating Javits, and Monroney, while New Jersey retailers would write Senators Case and Williams. All Congressmen would also be contacted. At a later date, the dealers hope to hold a mass meeting of retailers in all fields to stimulate interest in the drive to obtain passage of the bill. The latest planned measures are expected to be discussed at the next meeting of ARD a chapter of SORD Tuesday evening (15) here.





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NO.	ARTIST	TITLE	NO.	ARTIST	TITLE	NO.	ARTIST	TITLE
1500	Don Costa Ferrante & Telcher	NEVER ON SUNDAY EXODUS	1531	Ferrante & Telcher Ferrante & Telcher	TICO TICO QUIZAS, QUIZAS, QUIZAS	1560	The Mademoiselles The Mademoiselles	BOOGIE WOOGIE YES I'M DEED
1501	Ferrante & Telcher Al Colato	THE APARTMENT MAGNIFICENT SEVEN	1532	Terry Snyder Terry Snyder	BINGA BANGA BONGA SOFTLY AS IN A MORNING SUNRISE	1561	The Mademoiselles The Mademoiselles	OPUS #1 SONG OF INDIA
1502	Don Costa Sound Track	THE UNFORGIVEN THE WONDERFUL COUNTRY	1533	Terry Snyder Terry Snyder	THE MAN I LOVE DEEP NIGHT	1562	Gus Velli Gus Velli	MELINA KIKI
1503	Ferrante & Telcher Ferrante & Telcher	CANADIAN SUNSET WARSAW CONCERTO	1534	Terry Snyder Terry Snyder	ONCE IN A WHILE EV'RYTHING I'VE GOT	1563	Gus Velli Gus Velli	WHERE DID YOU GET THOSE EYES SEMA
1504	Ferrante & Telcher Ferrante & Telcher	TSCHAIKOWSKY CONCERTO BEGIN THE BEGUINE	1535	Terry Snyder Terry Snyder	THE SOUND OF MUSIC I COULD HAVE DANCED ALL NIGHT	1564	Gus Velli Gus Velli	THE MAJOR BOOM BOM
1505	Ferrante & Telcher Ferrante & Telcher	NEAR YOU QUIET VILLAGE	1536	Mademoiselles Mademoiselles	STRING OF PEARLS ADIOS	1565	Gus Velli Gus Velli	POLI KALA OUZO OUZO
1506	Ferrante & Telcher Ferrante & Telcher	AUTUMN LEAVES TILL	1537	Mademoiselles Mademoiselles	CARIBBEAN CLIPPER MOONLIGHT SERENADE	1566	Al Colato Al Colato	GUNS OF NAVARONE GUITAR BOOGIE
1507	Ferrante & Telcher Ferrante & Telcher	BENJAMIN, BOTHERED & REWBILDERED	1538	Mademoiselles Mademoiselles	SUNRISE SERENADE PENNY LUNAR 4-5000	1567	Ferrante & Telcher Nick Perito	BEAUTIFUL THERE'S A ROOM IN MY HOUSE
1508	Titto Rodriguez Titto Rodriguez	NEVER ON SUNDAY PICNIC	1539	Mademoiselles Mademoiselles	SLEEPY TOWN TRAIN IN THE MOOD	1568	Burt Ives Burt Ives	GO WAY FROM MY HOUSE TWO MAIDENS WENT WILKING
1509	Titto Rodriguez Titto Rodriguez	THE APARTMENT GIGI	1540	Mademoiselles Mademoiselles	TUXEDO JUNCTION ST. LOUIS BLUES MARCH	1569	Burt Ives Burt Ives	WILLIE BOY IRISH ROVER
1510	Titto Rodriguez Titto Rodriguez	A SUMMER PLACE THE MAGNIFICENT SEVEN	1541	Mademoiselles Mademoiselles	LITTLE BROWN JUNG STARDUST	1570	Burt Ives Burt Ives	ALEXANDER'S RAG TIME BAND WHAT'L I DO
1515	Eydie Gorme & Steve Lawrence (Duet)	IT'S SO NICE TO HAVE A MAN AROUND THE HOUSE COZY	1542	Lou's Armstrong	BATTLE ROYAL PART I AND 2	1572	Titto Rodriguez Titto Rodriguez	WEST SIDE BEAT ESTRAS VENCIDA
1516	Eydie Gorme & Steve Lawrence (Duet)	A FINE ROMANCE TWO SLEEPY PEOPLE	1543	Titto Rodriguez Titto Rodriguez	RITMO CHARANGA SI TE CONTARA	1573	Titto Rodriguez Titto Rodriguez	MATRIMONIO FELIZ NARLAME MI AMOR
1517	Eydie Gorme & Steve Lawrence (Duet)	WOULD YOU LIKE TO TAKE A WALK WOULDN'T IT BE LOVELY	1544	Titto Rodriguez Titto Rodriguez	QYEME ANTONIA EL QUE SE FUE	1574	Titto Rodriguez Titto Rodriguez	PATAT MONDONGO NEGRAS CENZAS
1518	Eydie Gorme & Steve Lawrence (Duet)	BLUE ROOM SHE DIDN'T SAY YES	1545	Jimmy Forrest Jimmy Forrest	NIGHT TRAIN BOLO BLUES	1575	Country Johnny Mathis James O'Guynn	I'VE BEEN KNOWN TO CRY TALK TO ME LONESOME HEART
1519	Sauter-Flingan Sauter-Flingan	DOODLETOWN FIFERS MOONLIGHT ON THE GANGES	1546	Eydie Gorme Eydie Gorme	GRANADA FRENCH	1576	Claude Gray Claude Gray	FAMILY BIBLE HOMECOMIN' IN HEAVEN
1520	Sauter-Flingan Sauter-Flingan	A FOGGY DAY APRIL IN PARIS	1547	Ferrante & Telcher Ferrante & Telcher	THEME FROM GOODBYE AGAIN COME WITH THE WIND	1577	Al Colato Al Colato	MIDNIGHT IN MOSCOW HINDUSTAN
1521	Ralph Marterie Ralph Marterie	ON GREEN DOLPHIN STREET SWEET AND LOVELY	1548	Al Colato Al Colato	ROMANZA THEME FROM THE REBEL	1578	Al Colato Al Colato	SONG OF INDIA ISTANBUL
1522	Ralph Marterie Ralph Marterie	TRY A LITTLE TENDERNES MOONLIGHT BECOMES YOU	1549	Frank Furb Frank Furb	ST. LOUIS BLUES BEETHOVEN BOOGIE	1579	Al Colato Al Colato	JAPANESE SANDMAN SNEIK OF ARABY
1523	Don Costa Don Costa	SONG FROM MOULIN ROUGE LAURA	1550	Ferrante & Telcher Ferrante & Telcher	LAURA LOVE IS A MANY SPLENDORED THING	1580	Al Colato Al Colato	UNDER PARIS SKIES AROUND THE WORLD IN 80 DAYS
1524	Don Costa Don Costa	AN AFFAIR TO REMEMBER INVITATION	1552	Nick Perito Nick Perito	WHO'LL BUY MY VIOLETS NAGANA	1581	Al Colato Al Colato	BRAZIL MEXICAN HAT DANCE
1525	Don Costa Don Costa	THIRD MAN THEME FROM HERE TO ETERNITY	1553	Nick Perito Nick Perito	ITALIAN STREET SONG VOLARE	1582	Al Colato Al Colato	LADY OF SPAIN ARRIVERCI ROMA
1526	Don Costa Don Costa	STELLA BY STARLIGHT PICNIC	1554	Titto Rodriguez Titto Rodriguez	BAILA LA CHARANGA EL RINCON	1583	Ralph Marterie Ralph Marterie	AT LAST CARAVAN
1527	Ferrante & Telcher Ferrante & Telcher	QUENISERA EL CUMBANCHERO	1555	Georgia Aud Georgia Aud	MANNATTAN HARLEM DOCTURME	1584	Ralph Marterie Ralph Marterie	YOU MADE ME LOVE YOU MY REVERIE
1528	Ferrante & Telcher Ferrante & Telcher	AMOR OTE NEGRA	1556	Titto Rodriguez Titto Rodriguez	BACALO SALAO MAMA GUELA	1585	Ralph Marterie Ralph Marterie	I CAN'T GET STARTED ON MARIE
1529	Ferrante & Telcher Ferrante & Telcher	BRAZIL ADIOS	1557	Ferrante & Telcher Ferrante & Telcher	WEST SIDE STORY OVERTURE PART I	1586	Ralph Marterie Ralph Marterie	SERENADE IN BLUE SENTIMENTAL JOURNEY
1530	Ferrante & Telcher Ferrante & Telcher	ANNA LA CUCURACHA	1558	Ferrante & Telcher Ferrante & Telcher	MARIA I FEEL PRETTY	1587	Ralph Marterie Ralph Marterie	SMOKE RINGS SKYLINER
						1588	Ralph Marterie Ralph Marterie	MOOD INDIGO GOODBYE

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BILLBOARD MUSIC WEEK

1962 MUSIC MACHINE SURVEY

By AARON STERNFIELD

NEW YORK—The music machine industry is continuing its slow climb toward the healthy condition it enjoyed in the mid-1950's, according to Billboard Music Week's 14th Annual Music Machine Survey.

For the second successive year, operator income rose slightly, and per-machine collections were up a shade from the previous year. The survey reflects 1961 operating conditions. Regional reports from BMW correspondents, based on the first quarter of 1962, confirm the fact that collections are on the rise generally.

Some 43 per cent of operators responding to the survey reported that their 1961 income from juke box routes topped their previous year's totals. Another 22 per cent said that these collections were about the same as the previous year. The re-

maining 35 per cent reported a decrease in net income.

Average income from juke box collections per operator was \$11,059. This figure, however, must be compared with the median income—that point which separates the top from the bottom halves.

This median income figure is \$5,000, the same as it was in 1960. About 22 per cent of the operators netted between \$5,000 and \$10,000, compared with 29 per cent a year earlier. Another 10 per cent netted between \$10,000 and \$15,000, exactly the same as the previous year.

But 13 per cent had net incomes of more than \$15,000, as against only 11 per cent in 1960.

The number of juke box locations per operator declined from 66 to 56, but the total number of coin-operated pieces which the operator had on location rose sharply.

Basic Change

These figures reflect a basic change in the structure of the operating industry. The lesser number of juke boxes per operation does not mean a lesser number of juke box locations, nor does it mean that the average operator is losing locations.

This is what is happening: Juke box operators have stepped up their diversification tempo and are going heavily into cigaret machines and other merchandising vending. Cigaret and kiddie ride operators are adding juke boxes to their routes and are picking up locations which may have been bypassed by the juke box operator.

The result has been that the juke box operator is becoming more difficult to identify. The number of operators running 100 per cent music routes—or music and game routes—is shrinking.

An analysis of the survey figures bears this out.

Some 93 per cent of those operating juke boxes also operate games (this figure is 1 per cent higher than the 1960 total). These operators average 56-game routes, a ratio of one game for each juke box.

Cigaret machines are operated by 40 per cent of juke box operators. But the average cigaret route

among this group consists of 84 units, with a median figure of 38.

Compare with 84-unit average with the average juke box route of 56 pieces. Undoubtedly, many cigaret-juke box operators have large music machine routes, with as many juke boxes as cigaret machines. But the figure also reflects operators who were originally in the cigaret business and who recently diversified into juke boxes. Diversification cuts both ways.

Food and Drink Units

Slightly more than 10 per cent of the juke box operators surveyed also operate food and drink machines, with an average of 10 machines per operation.

And nearly 15 per cent of the juke box operators surveyed had kiddie rides on location, with the average route consisting of 29 pieces.

On a per-machine basis, juke boxes did slightly better for their operators in 1961 than they did the previous year. The average machine took in \$15 a week before commissions, \$1 more than it did in 1960.

A shade less than 20 per cent of all machines grossed less than \$10 a week, while slightly under 40 per cent took in from \$10 to \$15 a week, before commissions. Another 20 per cent averaged \$16 to \$20 a week. Locations averaging more than \$20 a week accounted for the remaining 20 per cent.

Considering increased equipment and operating costs, juke box operating revenues represent only a slight gain from the previous year.

Taverns are still the prime juke box locations. The average 56-machine route has 30 tavern stops, representing about 53 per cent of the total. Some 21 more juke boxes in the average route are in restaurants. Between them, they account for 91 per cent of all juke boxes on location. Teen-age hangouts and soda shops account for most of the balance.

The average 56-machine juke box route had 44 monaural-only boxes and 12 which are capable

Adult Selections Boost Collections

NEW YORK—A quiet revolution is taking place in juke box programming—or more properly what is happening may be called a counter-revolution.

Juke box operators are paying less and less attention to pop charts themselves and more and more attention to the type of music appearing on pop charts.

The result has been that more and more operators are offering their locations a skillful blending of pop records which appeal to their audiences—mainly adult—together with a careful selection of standards.

This process, in part, explains the slightly increased per-machine takes indicated in Billboard Music Week's 1962 Music Machine Survey.

And reports from Billboard Music Week's network of field correspondents give further evidence to the fact that operators are not buying blindly whatever happens to be getting air play and moving over dealers' shelves.

Almost to a man, BMW correspondents report that operators are buying less and less rock and roll, playing a higher percentage of standards, and keeping their eyes on pop ballads and sweet stuff that will appeal to most of the customers in their locations. And these customers are mainly men and women old enough to be served alcoholic beverages at neighborhood taverns.

Operators are hungry for records which will put the tavern patron in a relaxed or nostalgic mood. Seaburg's policy of push-

ing the 33 single, while not changing the basis of the single business from 45's, has had a fair degree of success. And the reason for this success hasn't been because operators care much at what speed the records are played. It's merely that the programming available on 33's—plus the fact that the records are stereo—is calculated to reach the tavern patron.

From Denver, Bob Latimer reports that "one of the most significant changes to appear in Denver in phonograph operations in many years was the almost across-the-board decision of operators to go into old favorites more heavily. Most stops now program 25 and even 50 old favorites, where 10 or so was the limit two years ago, and find returns beefed up substantially."

Elton Whisenbunt, BMW's man in the Mid-South, notes that "operators have noticed a trend away from rock and roll to ballads," but he adds that they are also cashing in on "the tremendous popularity of Twist records."

Here are some of the quotes picked up by Sam Abbott, BMW's West Coast veteran:

"The more sedate music is gaining in popularity generally, and rock and roll is losing power."

"A calmer music is gaining on rock and roll."

Here's what Cameron Dewar, BMW's New England representative, found out:

"The teen-ager is still interested

in the Twist and some rock and roll, but the grown-ups prefer and demand stereo with its finer sound quality....

"But while many operators still resist the 33's, there are quite a few like Denny Dolvin of Springfield, Mass., who believe that they are responsible for a swing to a better level of music. Dolvin attributes most of his increase in collections to five-pack albums like "Breakfast at Tiffany's" and "Stereo Action Unlimited" for putting business ahead of this period last year."

Milwaukee's Benn Ollman observes that "route disk buyers, while reporting a continuing interest in rock and roll, note that only the numbers that hit the first five or eight spots on the chart sell. The bulk of the route buyers still favor standards and soft music for cocktail lounge and restaurant programming."

In Detroit, Hal Reeves comes up with a similar conclusion: "Rock and roll still predominates in programming, but one large operator has concluded that 'people at last want to hear music again.' He added that rock and roll has experienced some drop-off, although marginal locations still require that type music."

"Adults are 85 per cent of our market potential, so why should we give them kid-type music? Whereas music boxes are playing in taverns every night now, they would probably be quiet if we had rock and roll records on them."

Music Operators of America 1962 CONVENTION SECTION

of playing stereo. Of these stereo boxes, six can play 45 or 33 r.p.m. records interchangeably.

Stereo Swing

Juke box operators last year purchased an average of 10 machines, six new and four used. Virtually all of the new machines purchased were stereo units capable of playing either 33 or 45 r.p.m. speeds. About a third of the used machines purchased were stereo, and the balance monaural.

What are operators planning to buy in 1962?

Some 68 per cent said they will purchase dual-speed phonographs, with the average purchase seven machines for the year. Another 20 per cent said they would buy the single-speed 45, with the average purchase seven units per operator.

Nearly 27 per cent of the operators said they would buy cigaret machines, for an average of 16 machines per operator in that category.

Three of four operators said they will buy games during the year, with the average purchase 16 units.

Food and drink machines will be purchased by 6 per cent of the operators, and another 6 per cent will buy kiddie rides. Average purchases planned are six units for the former and five units for the latter.

Nine per cent plan to buy background music units, with nine the average purchase.

Record Purchases

During the course of the year, the average operator bought 6,078 records, with purchases ranging from 270 for the smallest operation to 39,000 for the largest. Median purchase figure—which divides the highest and lowest halves—was 4,160 records.

Monaural singles still account for the lion's share of the juke box operator's record purchases—more than 85 per cent. But last year 45 monaural singles accounted for 92 per cent of the total.

Rising from 2 per cent to about 8 per cent of the market were 33 stereo singles, while 45 stereo singles accounted for about 5 per cent of the market. EP's declined in importance, dropping

from 2 per cent to 1 per cent of the total juke box record market.

The predicted rise for both 45 and 33 stereo records simply did not take place. And while about 13 per cent of all records sold to juke box operators were stereos, virtually every new piece of equipment sold during the year was geared to play stereo.

Lack of Product

The explanation is simple—lack of available stereo product. Most of the stereo product available was the result of special packages contracted for and distributed by juke box manufacturers and their outlets.

Total records purchased by juke box operators edged over the 50,000,000 mark, a slight increase from the previous year.

One-stop continued to dominate the juke box record market. In 1960 these outlets accounted for 75 per cent of all sales to operators. Last year their share of market jumped to 83 per cent.

The distributor share of market dropped from 22 to 13 per cent, while retail record shops accounted for most of the remaining 4 per cent.

50/50 SPLIT IS THE RULE

NEW YORK—Four out of five locations get straight commissions, generally 50 per cent of the take, from juke box operators, according to the *Billboard Music Week's 14th annual Music Machine Survey*. The average 56-machine route has 45 locations on straight commissions, another eight on minimum guarantees, three on front money and one on rental. The total come out to 57 machines because fractional percentages were rounded out.

Despite efforts of operators to get more front money and minimums, stiff competition for locations has been responsible for the continued prevalence of the straight commission arrangements.

PROFILE OF AN OPERATOR

If you are an average juke box operator, you earned \$11,052 from your music machine operation last year. You had 56 juke boxes on location, 44 of them monaural and 12 stereo, with six of the stereo machines capable of playing either 33 or 45 r.p.m. records.

Your average location took in \$15 a week before commissions, for a route total of \$840. However, about half of this went for commissions, so your gross after commissions was \$420 a week.

Out of this money you had to buy records—an average of 6,078 last year—and buy 10 juke boxes—six new and four used. Your new boxes are probably all dual-speed stereos, while three of your used machines are monaural and one is stereo.

You also operate games, about one game for every juke box on location, and there's a good chance you operate cigaret machines.

Of your 56 locations, 30 are tavern spots and 21 more are in restaurants and diners. The other four are in soda shops and teen-age hangouts.

You're probably thinking seriously of expanding into merchandise vending, with cigarets at the top of your shopping list, followed by candy, then drink machines. You are also thinking of background music and kiddie rides, but not giving these items as much thought as merchandise vending.

1962 Juke Box Collections on Upswing

NEW ENGLAND

By CAMERON DEWAR

BOSTON—The first whiff of spring has brought with it a rising optimism in the local music business. Even those operators who feel that collections could have been better since the beginning of the year appear to have no doubt that the coming months should account for at least some moderate gains.

Boston's four key distributors report a brisk pick-up and predict that sales will be paced a good deal ahead of the last quarter. Bob Jones, of Redd Distributing Company (Seaburg) says the volume of business has increased, with sales and both new and used machines going well. He feels this trend will continue at least into June.

Sound Position

Said Marshall Caras, of Tri-mount Automatic Sales Corporation (AMSC), "Distributors are perhaps selling somewhat fewer machines today than a few years back, but they are selling to operators who are making more money and are able to pay their bills. The average operator is actually in a sounder financial position than the over-all figure is better today than it was six years ago—a little smaller maybe, but the equipment is infinitely superior.

Caras also sees most operators in a strong trend for better deals with locations, with many rearranging their routes and pulling out of unprofitable spots.

This situation, he says, is similar to the period in 1956 when dime play was slowly coming about. It was spotty for a while, but as the present drive by operators is, but there seems no doubt that it will become a solid front soon.

A Maine operator put the collection picture this way. He talked about unemployment and general slackening in the area, but said his first two weeks' collections in April were 45 per cent of September last year, which means he will probably do a little better than six months ago in spite of worsening conditions. On the high side was an operator from Rhode Island whose collections were up 22 per cent for the first quarter over the same 1961 period.

Used-Machine Demand

At the Wurlitzer Boston factory outlet, Manager Jim Hunter

reports business improving steadily, especially since the first of the year, with demands for used boxes increasing due to a demand by operators who have summer routes. Hunter feels the months ahead should be better than last year, which he found to be satisfactory.

Dick Mandell, of International Vending Corporation (Rock-Ola), finds sales at this point on the upswing, although he admits that the firm has passed through a slack period. But business has definitely picked up and he feels that a marked upward trend will hold for some months to come.

Juke box collections for the first quarter are holding firm, according to Charles Tiernan, of National Music and Radio Company of Somerville. "The situation is pretty much like last year," he says. But the firm has no complaints. "There has been no lull in the outer line of the city,"

he adds, "but the inner belt locations have made up the slack."

Signed Contracts

Attesting to signed contracts as the best insurance against slumps, Arthur Agostinelli, also of National Music, says "there is nothing better for good will between operator and location owner than having it on the dotted line."

Agostinelli looks to summer collections to put the first half of 1962 somewhat ahead of 1961. The firm is sold on the value of stereo, and Joe Hayes maintains that the combination of stereo and 33's makes for a better level of music which the listening public appreciates. Joe Mason, who also runs a route for National, finds that adults want stereo and the better type of music it brings. "The teen-ager is still interested in the Twist and some rock 'n' roll, but," says Joe, "the grown-ups demand and prefer stereo with its finer sound quality."

But opinions among the operators differ, and Donald Foote, of Randolph, who finds collections ahead of last year, doesn't go in for contracts, although he says "they tell me I should." Foote says he's never found the need for contracts. He's also not too keen about 33's. "I don't go looking for them because I've never found much of a range in them," he adds.

Better Music Level

But while many operators still resist the 33's, there are quite a few like Denny Dolvin, of Springfield, who believes that they are responsible for a swing to a better level of music. Dolvin at-

tributes most of his increase in collections due to stereo, and points to five-pack albums like "Breakfast in Tiffany" and "Stereo Action Unlimited" for putting business ahead of this period last year.

While some operators find both stereo and business not particularly good, one operator has this to say: "If business is as bad as some say, why is it that you can't buy your route? If one's for sale," he continues, "there are five guys ready to grab at it. There's always a good argument for and against stereo in the Boston area, but one distributor points out that there are at least upward of 3,000 stereo machines in use in the New England territory with the number increasing every week."

The upward or downward trend here is mostly a matter of the areas in which there have been industrial slumps. Unemployment, bad weather and income tax time are given as the reason where lower collections prevail. City redevelopment has also altered some city routes. Good programming, stereo and strict attention to business get credit for the upswing.

There are no significant changes in commissions or front money here, although there appears to be a definite rise in the number and size of loans to locations. The merger situation appears to be at a standstill. Those who have gone in with large concerns seem happy about the arrangement, but no new mergers have occurred in the last six months.

(Continued on page 54)

SURVEY SHOWS RECEIPTS RISE

NEW YORK—Juke box operators throughout the nation report that collections are on the rise, according to a survey conducted by *Billboard Music Week's* regional correspondents.

The survey, taken on the eve of the Music Operators of America convention in Chicago this week, indicates that during the first quarter of 1962, receipts were slightly ahead of the 1961 quarter, and that late April grosses were well ahead of the previous year.

Distributors generally report that sales are running ahead of 1961, and that operators are meeting payments on financed equipment. Delinquencies—a sure sign of bad business—are rare.

1966 Juke Box Collections on the Swing

Continued from page 53

MID-ATLANTIC

By GEORGE METZGER

PHILADELPHIA—The music business in this area has never been better.

This was the comment heard from most operators and distributors in this multi-State area, claiming the common admitted things could be better with them personally, but for music on a whole, it was a great swing guns.

"Philadelphia always has been a great music town," was the way one distributor put it. "While the 'fast' games might go over big in other areas, the juke box still prevails around here."

Record Quarter

Bill Adair, of Eastern Music Systems, the Seaburg outlet in this multi-State area, claimed the first three months of this year was the best quarter he has witnessed in 10 years. He backed this up by pointing out the fact that the Eastern shop was expanding due to the rush of business.

Adair said the reason for the boom in the music field was the boom of programs and records possible by records. Several of the operators agreed with him. They said collections are up and believe the new kind of programming which is aimed at the adult market is responsible.

"Adults are 85 per cent of our market potential," a suburban operator pointed out. "Why should we give them the kid-type music? Whereas music boxes are playing in taverns every night now, they would only be quiet if we had rock 'n' roll records on them."

Twist Still Strong

Everyone agreed that the exception to this trend to non-teen-age music was the Twist. This is getting the big play in taverns and candy stores alike.

As for the method of paying the operators, the guarantee method is widely used here. The 50-50 split is frowned upon.

"It took us a long time to educate these location people to the fact that if they let us keep the first \$12 or \$15 in the coin box and give them what's left it will work out better for them in the long run," one veteran of the music business said. "But it looks like we have done it. We tell them that if they do it, we will give them a new machine every year which will mean more plays. Now instead of getting half, say \$8 they are getting about the same as the operator with the \$12 or \$15 guarantee. I have a couple stores where I operate the first \$20. The location still makes out well."

Diversification

There are very few operators left around these parts who are in the music business. They are diversified. Many have done so not because they wanted to or to make more money, but because location people are getting this way. They would rather have one operator banding all the machines in their stores rather than one for the music, one for the pinball and a third for the cigar machine.

And as is the case whenever business is sour, the purchasing of new equipment as opposed to old is on the upswing. The operators have a little more money and are putting it into their businesses.

As for the outlook for the rest of 1962, coinmen here are of the opinion they will do better than things just say the way they are—the music business is doing that well.

SOUTH

By ELTON WHISENHUNT

MEMPHIS—The first quarter of 1962 did not bring in as much gross income to operators as the same period in 1961, but operators generally expected a business pickup for the rest of the year and an increase by year's end over collections in 1961.

On the other hand, sales among distributors were up greatly—one reported a 25 per cent increase in sales and another 50 per cent.

These views were the result of a check of several operators and distributors on first-quarter business and anticipated business.

The survey also developed that an important trend is taking place in the industry in Memphis and the Mid-South.

Enter Vending

More and more operators are entering the vending field. They're going into food, drink, cigarette, ice cream, candy, coffee and other vending.

George Sammons, general manager of S & M Distributing Company, noted that in his travels about the Mid-South much new industry over the years has provided locations which need various vending services and music and game operators are now more than ever finding this a fertile field.

"I have been noticing recently in Arkansas, Tennessee and Mississippi that many operators are entering vending," said Dixon. "Most of the locations are manufacturing plants."

One of the factors, also, is that Sammons-Pennington Company, which has been in the business for many years, has been noted on several vending machine lines, in addition to music and games which it previously handled.

George Sammons, president of the company, said the previously phonographs were his leading seller by far, but in the past year his vending machine sales are "running neck and neck" with phonographs. "Vending is here to stay," he said, adding that the over-all volume of his machine sales are up 50 per cent over what they were at this time last year.

Compact Model

Dixon, whose company does not sell vending machines, said his pinball and game sales are up 25 per cent and attributes it to the new, compact model the manufacturer he represents brought out. He said it met with outstanding success with operators.

Parker C. Henderson, owner of Rainbow Amusement Company, predicted that this year will see "many operators going into vending," and he felt that in a few years most of all of them would be in some form of vending.

Henderson has a separate company he organized, General Vending Company. As for music and game routes in collections for the first quarter are about the same as in 1961; he predicts 1962 will be a better year than 1961.

Increases Seen

Dixon, whose company is also an operator, reports a decline of 10 per cent in collections, but predicts an increase for the rest of 1962. Drew Canale, Canale Enterprises, Inc., reports a 20

per cent decrease, but also expects a better year for the remainder of 1962.

All operators interviewed did not use stereo records just to get stereo. None are selling 33 singles much. All think that are coming in the future, but the change-over will take years—just as it took 45 r.p.m.'s about 10 years to replace 78's.

Trend to Ballads

The operators were noticed a trend away from rock and roll music to ballads, but also took note of the tremendous popularity of "Twist" records—which is similar, if not the same, as rock and roll music in 1956.

Operators have the same commission arrangement, 50-50. Also, some have minimum guarantees where necessary: on an average machine, \$3 a week; good used machine, \$15 a week; new machine, \$15 a week.

EAST CENTRAL

By HAL REYES

DETROIT—The first quarter of the year has been generally good for music operators here, a spot check of leading coinmen indicates, but not without a few optimistic. Reports of operators show an improvement of 5 to 25 per cent compared to the same quarter of 1961—coupled with the warning that a year ago the business was in serious depression and does not provide a safe basis of comparison.

The largest single source of depressive influence appears to be the long-range reconstruction going on in the central areas of the city. Highway construction continues to take large slices and sundry clearance and new building projects wipe out whole areas.

Another factor is that a large number of locations have just vanished for operators who have long served the core of the city. At the same time, locations which remain have lost a large part of their regular patronage as apartments and homes have been torn down, and even industrial firms have moved out. This is a condition expected to continue, and pointing to a persisting depression likely until the areas are rebuilt.

Equipment Sales Up

Despite this mixed condition, operators are buying. Angott Distributing reports that both new and used juke boxes running way ahead of a year ago—solid proof of operator anticipations. This long-range rebuilding of machines is the most substantial basis for optimism found in the survey. The Detroit location has had a long period of quietness and readjustment, with considerable turnover in owner personnel as well, but some evidence of an approach to stable conditions is evident in the general attitude today.

Up-State operators are reported to be more optimistic than those in the city, and a few in the resort town sections are said to be heavy, forecasting a good resort business, which is an important part of the State, with a boom condition possible.

Diversification

There is a spotty but evident growing trend toward diversification toward broadening the type of route in order to make up for generally unsatisfactory music collections. This is taking the form chiefly of food and beverage vending, as well as candy units, in addition to the cigarette route often operated by the same operator. Symptomatic of this is the action of Angott, which recently

added cigarette machines for the first time after being a music distributor only for many years, in considering adding general vending distribution.

Comparatively little change in major route ownership has taken place lately. The strong trend to big mergers of a year or two ago has stopped, but individual operators claimed that a number may be in the offing.

Loan Problem

Financial arrangements continue to plague operators, with almost daily calls to larger firms by locations requesting loans—far more than a year ago. "With loan restrictions tightened, the demand is much greater," said Benjamin F. Davis, of Ray Music Company. "Operators try to discourage it, but up to this point we have to accept it as a part of the cost of doing business."

Commissions remain unchanged—usually at 50-50. Gains plus for the operator appear to be rare in the city now, but common up-State, with some operators there requiring it as a rigid policy before they will do a coin job.

The nickel is still a common price in Detroit area juke boxes. Operators here have tried for 10 years to establish time deals with considerable success, but many locations still will not accept it, and the lowly nickel first and one cent is still common. One significant contributing factor to the industry's parlous condition.

Legislative problems aren't too serious, despite the continuing long sessions of the Constitutional Convention as well as the Indiana State Legislature, which in the smaller towns in the way of license or other problems is reported in recent months.

Property Tax

One problem reported in Detroit is that the percentage of property tax on machines. Machines which have long been scrapped are still being taxed by the assessors. The case of Victoria Ferrell, of the Melrose Music Company, and it was necessary to file an appeal for which the location was scheduled in an effort to get this situation corrected.

R & R still predominates in programming, operators agree, but Davis, whose firm operates in a good cross section of the city, says "People at last want to hear music again," and some drop-off through the marginal locations still require R & R.

Stereo is just about finished here, but men question selection with the narrowness of selection available a contributing factor.

Single 33's are another story, owners are doing a better job of every prospect of improvement if the range of selection is broadened. Ronnie Rogers, president of a major operator, reports more than getting records in 33's, but that the "artist of the week" promotion is doing well—when the disks are available.

MIDWEST

By NICK BIERO

CHICAGO—The story is told in France of the doctor rushed from sleep to deliver a baby in the middle of the night. Upon entering the room, he said, "It was really worth while. Do you know who was born today? Victor Hingo!"

Perhaps such sentiments accompanied the birth of the Twist, but without it, the entire juke box business, and perhaps even the single industry, would have been in much worse shape.

As it is, operators are continuing to come back from what was described as a mild recession in 1961.

Although collections Rally for the first quarter were down, due mostly to a severe winter, April was a good month and operators are expecting to finish the year well ahead of their previous year's gross.

Need minimum for commissions continues to be the 50-50 split, but there have been inroads. Earl Kies, head of Recorded Music Association, says that operators are making strides in getting minimum guarantees.

Kies notes the problem is not so much for new equipment, which is usually in the top spots and pays its own way, as it is for the older machines.

Need Minimum

"We've had to establish a minimum of from \$8 to \$10 for our own route, and find it usually permits us to break even," says Kies. "To really realize, it takes just as much overhead—service and new records—to keep up a machine making \$10 per week as it does one earning \$8."

Urban renewal was a big factor here about two years ago and still accounts for an annual decrease in the number of jukebox taverns. As the population has gone to the suburbs, so have many operators. Kies estimates that during the past five years, Chicago has lost from 600 to 1,000 in total juke boxes, but the number has been equaled by a corresponding gain in the surrounding county areas.

A big factor with many operators here was the recent passage of a new Illinois law prohibiting anyone with a liquor license from borrowing money from coin machine operators. Although the law was not properly evaluated, the bill was looked upon by the trade as a good step toward eliminating the deadly "loan to own" problem.

45 Single '11

In the recent department, the 45 single continues to be the dominant factor. Neither the 33-speed single has made any substantial inroad. Only exception is the "packs" put out by AMI and Seaburg, which operators have been buying at a steady pace.

For new hits, however, the 45-speed single is "it." In the words of one of the city's largest one-stop owners, "We don't even ask about stereo singles any more. The 45 is the only thing we want any quantity and operators don't seem to want them either. Only the newer machines have the 45 speed single. It's a real feel, why should they buy a record that can go on only a per cent of their machines when they can buy one that will play on all?"

UPPER MIDWEST

By BENN OLLMAN

MILWAUKEE—First quarter reports from juke box operators in the Milwaukee area show a drop from the previous year's year. Most of the decline, as we've seen in some reports, is during January and February. March and April receipts, however, indicate definite signs of improvement.

There is a lot all over the State suffered from one of the slowest winters in recent years. January and February's adverse weather conditions are blamed for the slump. Location traffic was sliced by the heavy snows, frequent hizzards and long spells of snow. The single industry in February, had weather (Continued on page 56)



Think Money.

Artist of the Week Album Packages

Week of May 7—
LES PAUL and MARY FORD
 Warm and Wonderful
 "BIG" TINY LITTLE
 In Person

(Columbia)

(Columbia)

Every Independent music operator is in business to make it. And when he has phonographs designed to *sustain* the excitement and interest of location customers, he makes *more* of it. Automatically. Today nothing beats the excitement of new SEEBURG DIRECTIONAL STEREO—true stereo *right at the phonograph*, even without remote speakers. And nothing keeps up customer interest like Seeburg's exclusive Artist of the Week programming. Think money? *Think Seeburg!*

SEEBURG

Directional stereo in 33% right at the phonograph

showed up virtually on each week-end.

One example of the weather's effect on the coin business: ice fishing, a traditional traffic builder for taverns located near the shore, drew a large number of the winter. Bad weather kept ice fishermen away from the lakes and the numerous taverns lining the fishing spots.

Sales Tax Hurts

Wisconsin's new 3 1/2 per cent sales and use tax has prompted operators to take a hard look at their front money arrangements with locations. While gross receipts on juke boxes are not subject to the levy, the new tax has added to overhead. Everything the operator buys for his routes, from juke boxes to record albums, now carries an extra 3 1/2 per cent price tag due to the sales and use tax.

Most Milwaukee operators, to offset the new 3 1/2 per cent tax on equipment and the need to retain an additional \$1 off the top of each location's receipts. Some operators have decided to collect time; others utilize a dollar per location basis. This is in addition to the normal front money guarantee between operator and location.

According to Sam Hastings, Hastings Distributing Company, president of the Milwaukee Coin Operators' association, "Any operator here who isn't adding at least a dollar per machine front money today to cover the bite that the new sales taxes take out of his route receipts is taking himself."

Programming

Route disk buyers report a continuing interest in rock and roll music. "But only those numbers that hit the first five or eight spots on the Top 40 charts," says the buyers claim. The bulk of the route buyers still favor standards and "soff" music for their cocktail lounge and restaurant programming.

According to Eddie Kay, Mitchell Novelty Company, "The juke box right now is buying the right records. We wait for requests from locations and follow their lead. We also pay a lot of attention to what the radio stations are playing."

Earlier reports of the trend to route diversification are not holding up. A good share of local operating firms have branched into cigar vending. But very few have gone into other forms of vending.

Background Music Gales

Background music, however, continues to attract the interest of a growing number of operators. Most interest is in the up-State areas where background music has been less than in metropolitan Milwaukee.

Since the spurring start in the first quarter of 1962, most juke box operators and distributors are convinced summer days are here. Economic conditions, they claim, are showing good improvement.

ROCKY MOUNTAIN

By BOB LATIMER

DENVER—The Denver operators report that while collections are only a modest 5 to 7 per cent over last spring, they are the only statistics to show particularly in view of the fact that prices during 1961 held their own.

Much of the increases which 16 Denver operators report can come either from the new locations created by the city's expansion or else by modernizing routes with new equipment.

Distributors point out that new phonograph purchases for 1961 are better than 1960, and that new investments as the new equipment size phonograph has a lot to do

with the decision of operators to install new equipment where possible.

Old Favorites

One of the most significant changes to appear in Denver in phonograph operations in many years was the almost across-the-board shift of operators to go into old favorites more heavily. Most stops now program 25 and even 50 old favorites where 10 or so was the limit two years ago, and find returns beefed up substantially.

One point which contributed to this change, has been the fact that very few people like twist music except "twisters" and consequently, operators are using old favorites instead of the rhythmic twist numbers.

Results have been so good that there is scarcely an operator in Denver who does not double his old favorite selections on many spots.

"Maybe people are playing them in the inferno," Dan Keys of Apollo Music Company, generally accredited with starting this trend, indicated.

Denver's three one-stop generally agree with the "rise of the old favorite" collection importance.

Bulk Vending

Diversification is proceeding slowly. Around half of Denver's leading juke box operators are likewise vending cigars, many have also moved into the 5-cent and 10-cent level, usually by mutual agreement with the established location owners.

Probably the most spectacular example of diversification came when Continental Music Company contracted to install six bulk vending machines in each of 33 Safeway Super Markets through the Denver area, a first for music. The company is a major phonograph operating organization.

Now it has meant adding another name to the pay roll, owners Don Akin and Bob Rothberg reported themselves thoroughly pleased with the results.

Location Loans

There has been little change in the problem of location loans, which continue to remain a thorn in the side of each operator attempting to expand his routes. Gene to cost volume, some published cocktail lounges and taverns have made it necessary for more owners to turn to phonograph operators for financial assistance.

Except for a flurry of action which indicated an increase in license cost two years ago, there have been no legislative actions in the Denver area for several years. None is expected, according to operators. The Colorado Music Merchants, Inc., Denver's dormant operator association.

Most operators are looking forward to an excellent summer if for no other reason than the miserable winter of 1961-1962, which they undoubtedly hired many more people into the area to get away from it all.

SOUTHWEST

By O. R. ALLEN

DALLAS—Opinion of both operators and distributors in the Dallas area is that the shift from the music machine industry has been good for the first quarter of 1962 and that it will continue good.

B. H. Williams at B & B Vending Company said that collections were holding up, and that there has been a shift from the juke box and roll type of music to the more

popular, especially to the old favorites.

Williams added that there was no basic change in the arrangements between operators and locations, that the operators are still plagued by the necessity of having to lend money to locations. He said that the practice was widely followed in the Dallas area.

He noted that a fairly good market for used music machines exists here, adding that buyers were usually available for the second-hand phonographs. This, though, was due to the fact that the market in this section is not flooded.

On this same subject, Abe Suman, at State Music Distributors, said that new sales are good and that used sales are fairly good. Most of the used phonographs, he said, go to the smaller locations.

Mrs. E. L. Certain, at Certain Music Company, noted that the music business is good. She said that it is not so noticeably down since 1961, but that it was holding level on a fairly high plane. She attributes this popularity of the music business to the fact that a lot of good records have been, and still are available.

She said that the shift in their approximately 200 phonographs has been toward records that have a country and western flavor, away from the out-and-out rock and roll.

PACIFIC

By SAM ABOTT

LOS ANGELES—Business has been good for both the music and games distributor, and the operators this year and they see no reason why it will continue, time, even increase, during the remainder of 1962.

Walter Cook, Los Angeles County operator who covers a variety of different types of locations, said that even during the last few weeks of the Lenten season, takes were "up a little."

While he concedes that 1962 is not old enough to give too definite indications as to business, Cook feels that this year will be better than 1961. He has noted, too, that the more sedate music is gaining in popularity generally and that rock and roll and specific types of music are losing power.

Cook does not use stereo and, of course, has no problems getting this type of music. He believes that to operate stereo puts him "in between" and he prefers to stick to the conventional.

Calm Music

In nearby San Bernardino, Calif., Tex Nowka of Tex-Rox Music, the largest distributor around the end of Lent down but not appreciably. He attributed the slackening to "this time of the year," but he believes that calmer music is gaining on the rock and roll. A believer in stereo, Nowka said that he could use these "longer" recordings "if he could get them. Nowka limits his operation to music and games, and does not operate any vending, even cigar machines.

Distributors of music and games in this area are looking forward to a good year, and have their predictions on the fact that, with some, 1961 closed slow but 1962 opened good. They feel that it will continue.

At Paul A. Laymon, Inc., Jimmy Wilkins, said that December and January were so-so. The first half of the year was average, both February and March with April taking up the upward trend. He reported that the firm had had a number of sales for reconverted equipment, particularly pieces for arcades. Wilkins added that operators were enthusiastic over the new market possibilities. (Continued on page 57)

Music Operators of America Program of Events

12th Annual Convention and Trade Show

May 6-7-8

Morrison Hotel

Chicago, Illinois

SUNDAY, MAY 6

Registration from 9:00 a.m.

Exhibit Hall open 12:00 noon to 9:00 p.m.

No formal meetings scheduled

MONDAY, MAY 7

General Meeting, 9:30 a.m. to 12:00 noon

1. Pledge of Allegiance to the Flag
2. Invocation by Reverend Patrick J. McPolin, Police Chaplain, St. Jude's Church
3. Welcoming Address, Mr. George A. Miller, National President of M.O.A.
4. M.O.A. Progress Report, E. R. Ratajick, Managing Director of M.O.A.
5. Introduction, Leo Kaner, National Tax Council of M.O.A.
6. Address by Mr. Samuel J. Michaelson, Chief of Audit Division, Internal Revenue Service
7. Address by Representative George P. Miller, Chairman of House Committee on Science and Astronautics

Exhibit Hall open 2:00 p.m. to 7:00 p.m.

TUESDAY, MAY 8

The Copyright Story, 9:30 a.m. to 10:30 a.m.

Speakers: George A. Miller, President

E. R. Ratajick, Managing Director

Nicholas E. Allen, M.O.A. Legal Council

Record and Juke Box Industry Forum, 10:30 to 11:30 a.m.
Chairmen: Ren Gravatt and Aaron Sternfeld, Billboard Music Week

11:30 to 12:00

"Country Music Laments Big Play"

Charlie Lamb, Publisher, The Music Reporter

"Juke Box Programming"

Dick Steinberg, Publisher, The Music Vendor

Exhibit Hall open 2:00 p.m. to 5:00 p.m.

Closing Night Banquet—7:00 p.m.

Artists (to date): Jimmy Dean, Columbia Records; L'il Wally and His Harmony Boys, Jay Polka Records; The Four Seasons, RCA Records; Cliff Williams Band, directed by Bob Kirk, Mercury Records; Norma Rivers, Vassar Records.

Presentation of "MOE" Awards

MOA Exhibitors

A.C. Automatic Services, Inc.	Booth #5, 6
American Shuffleboard Co.	64, 65, 66, 67
Bally Manufacturing Co.	50, 51, 52, 53, 54
Paul Bennett Co.	29
Billboard Music Week	Lobby Service Center
Capitol Records Distributing Corp.	9
Cine-Sonic Sound	76
Columbia Records	19
Commercial Equipment Co.	75
Continental-A.P.O. Inc.	46, 47, 48, 49
Decca Distributing Corp.	16
Dot Records, Inc.	17
Fischer Manufacturing Co., Inc.	4
Gleason Associates	45
Jay Polka Records	11
Irvy Kaye Co., Inc.	48a, 48b, 49
McFadden Amusement Corp.	60
Munster-Mercuri, Inc.	70
The Music Reporter	Lobby and #8
Strong-Arm Co.	4
Nail-Tone, Inc.	73, 74
National Rejectors, Inc.	1, 2
National Shuffleboard Co.	55, 56, 57
Plaza Vendors, Inc.	58
Plaza Records	59
Smoke Shoppe Vending Co.	8, 21
Star Title Strip Co.	10
Union Trust Life Ins. Co.	13
United Manufacturing Co.	32, 33, 34, 35, 36, 39
United Phonograph Corp.	40, 41, 42, 43
Valley Sales Co.	27, 28
Vassar Records	20
Vico Products	63
Williams Electronic Mfg. Co.	71, 72

Dean's 'Big Bad John' Racks Up Top Dollar

Jimmy Dean's Columbia recording of "Big Bad John" earned the most money for RCA Victor operators last year than any other disk, according to Billboard Music Week's 1962 Music Machine Survey.

However, its margin over Chubby Checker's "The Twist" on Parkway was a scant one vote. Third place place went to "Fool to Pieces," with Patsy Cline on Decca, and "Fool #1," with Brenda Lee, also on Decca.

Other leaders were "Walk On By," with Leroy Van Dyke on Mercury; Lawrence Welk's "Calcutta Walk" on Dot; Billy Vaughn's "Wheels," also on Dot, and two records by Connie Francis on MGM, "Baby's First Christmas" and "Breakin' in a Brand New Broken Heart."

Rounding out the top 10 was "Mexico" by Bob Moore on Monument.

Other leaders were Joe Dowell's "Wooden Heart" on Smash; the Strings-a-Longs' "Wheels" on Warwick; "Tossin' and Turnin'," with

Bobby Lewis on Beltone; "You Can't Sit Down," with Elvis Presley on RCA Victor; "Michael," with the Lettermen on Capitol; "Walk On By," with Leroy Van Dyke on Mercury; "Hello Walls," with Aaron Young on Capitol, and "He'll Have to Go," with Jim Reeves on RCA Victor.

Two names were "Travelin' Man," with Rick Nelson on Imperial; "Take Five," with Dave Brubeck on Columbia; "Exodus," with Ferrante and Teicher on United Artists; "There She Goes," with Jerry Wallace on Challenge; "Crazy," with Patsy Cline on Dot; "Never on Sunday," with Don Costa on United Artists; "My Heart Has a Mind of Its Own," with Connie Francis on Capitol; "Tuff," with Ace Cannon on Hi-Fi; "Pam," with Marty Robbins on Columbia; "Yellow Bird," with Arthur Lyman on Hi-Fi; "You're a Good Woman, Baby," with Bobby Edwards on Crest, and "Pleasant Mr. Postman," with the Marvelettes on Tamla.

Miller's 'Mood' Heads Roster of Standards

Glenn Miller's "In the Mood" was the top-earning standard for the nation's juke box operators last year, as the RCA version of the song was played in a heavy percentage of the nation's music machines.

Top-earning standard tune was "Stardust," with the Miller version topping Frankie Carli's E version on Columbia; Artie Shaw's RCA Victor recording, and Jimmy Dorsey's RCA Victor release.

The other top-earning standards, as voted by the nation's operators in the 1962 BMW Music Machine Survey, were "Are You Lonesome Tonight?" with Elvis Presley on RCA Victor; "Yellow Bird," with Lawrence Welk on Dot; "Misty," with Johnny Mathis on Columbia, and "Paper Doll," with the Mills Brothers on Decca.

Also mentioned in the poll were "Ole Buttermilk Sky," with the Bill Black Combo on Hi-Fi; "Together," with Connie Francis on Liberty; "Let's Do a Little Blue Blow," by Fats Domino on RCA Victor;

"Yellow Bird," with Arthur Lyman on Hi-Fi; "Harbor Lights," with the Platters on Mercury; "Autumn Leaves," with Roger Williams on RCA Victor; "Sincerely," with Bert Kaempfert on Decca.

Also named were "Sentimental Journey," with Frank Sinatra on Capitol; "Alone Again," with Jerry Moon, with Billy Vaughn on Dot; "White Silver Stars," with Pete Fountain on Coral; "Lights Out," with Billy Vaughn on Dot; "Don't Take Your Love Away From Me," with Grady Martin on Decca; "Sugar Blues," with Sylvie McCoy on Decca; "Paper Doll," with the Mills Brothers on Decca; "Blue Danube Waltz," with Carmen Cavallaro on Decca; "Coke Lomax Stomp," with Glen Gray on Decca; "Josephine," with the Bill Black Combo on Hi-Fi; "Mood Indigo," with Floyd Cramer on RCA Victor; "Orange Blossom Special," with Billy Vaughn on Dot; "Tennessee Waltz," with Patti Page on Mercury, and "Misty," with the Lettermen, with Artie Shaw on RCA Victor.

Checker's 'Twist' Easy Winner in R&B Class

Chubby Checker's "The Twist" on Parkway, which came within a hair of being voted the top juke box earner of 1961 by the nation's music machine operators, again won and away the leading revenue producer in the rhythm and blues category, according to the 1962 Billboard Music Week Music Machine Survey. "The Twist" got more first place votes than the next four contenders.

In second place was "100 Pounds of Clay," with Gene McDaniels on Liberty, followed by "Let's Do a Little Blue Blow," by Fats Domino on Imperial, and "Moon River," by Jerry Butler on Vee Jay.

Also mentioned in the poll were: "Just Out of Reach" (Soleman Burke Atlantic); "Heart of Stone" (Bill Black Combo, Hi-Fi); "Tossin' and Turnin'" (Bobby

Lewis, Beltone); "You Can't Sit Down" (Phil Upchurch, Boyd/United-Artists); "Don't Take Your Love Away From Me" (Bill Black Combo, Hi-Fi); "Let's Twist Again" (Chubby Checker, Parkway); "Will You Love Me" (The Lettermen, Shout); "Paper Doll" (Hit the Road, Jack" (Ray Charles, ABC-Paramount); "Midnight Special" (Jimmy Smith, Blue Note); and "Angel Baby" (Rosie and the Originals, Highland).

Also: "Cry, Cry, Cry" (Bobby Dollar, Duke); "I Understand" (C.C. Kyles, Liberty); "Tender Loving Island" (Bluejays, Milestone); "I Don't Know Why" (Clarence Henry, Argyle); "This Time" (Troy Tondell, Liberty); "Tender Loving Strength" (Gene McDaniels, Liberty); "Runaway" (Del Shannon, Big Top); "Mother-in-Law" (Ernie K-Doe, Liberty); and "Pleasant Mr. Postman" (Marvelettes, Tamla).

Blatt Calls For Unified PR Effort

The author, Willie Blatt, is one of the deans of the coin machine industry. Retired last year after more than 30 years in the business, Blatt devotes most of his time to the Miami Beach Police Athletic League and other civic projects. During his 30 years in the industry, his zeal in community affairs and his ability to identify coin machine industry with worthy works have earned for him the name of "Mr. Public Relations."

By WILLIE BLATT

CHICAGO—In the 12 months that have elapsed between the last Music Operators of America convention and the one taking place right now, the coin machine industry has accomplished very little in the field of public relations. We cannot afford to become complacent about this record.

The coin machine operator must be made to realize that he cannot rely on his fight to improve his standing in the community, that in the long run he will benefit from it, and that it is wrong for him to adopt an attitude of "Let John do it" because eventually he will hurt everybody, including himself.

Every segment of the industry is to blame for some of our bad publicity that is heaped upon it. The industry must accept the fact that there is only one coin machine business and that every type of machine that is activated by a coin is regarded by the general public as a slot machine. The fact that one person operates games and another vendors does not signify that one is a fine gentleman and the other a racketeer, as is evidenced by the formation of some of our largest public corporations now engaged in the game and novelty businesses.

The fact that Rep. Emanuel Celler continues to introduce ASCAP bill should prove to each and every operator how important it has become to know your local legislator in every community, especially your national congressmen and senators.

As an example, let me ask—how many coin machine men actually know Congressman Celler or use his law office? How many belong to his political or service club? Did anybody try to sit down to explain to the people's representative and acquaint him with the actual condition the music machine industry is in today?

Francis, Presley, Lee Top Juke Box Artists

Connie Francis, Elvis Presley and Brenda Lee—in that order—were the artists whose records earned the top dollar for juke box operators last year, according to the 1962 Music Machine Survey of Billboard Music Week.

Miss Francis edged Presley by a narrow margin, while Miss Lee got about two-thirds of the total pick-up by the winner.

In fourth place was Chubby Checker, followed by Patsy Cline. Tied in votes for sixth

were Fats Domino and Jimmy Dean, while Leroy Van Dyke and Billy Vaughn were tied for eighth.

Others receiving votes in the poll were: Kitty Wells, Bill Black Combo, Barons, Johnny Horton, Ernie K-Doe, Frank Sinatra, Rick Lee, on Columbia; "Crazy," by Patsy Cline, Ray Charles, Peter Fontaine, Buck Owens, George Jones, the Highwaymen, Mitch Miller, Leroy Van Dyke, Joe Thompson, Bobby Darin, Joy Dee and the Marvelettes.

Ops Name 'Walk On By' As Best Country Disk

Leroy Van Dyke's "Walk On By" on the Mercury label was selected by the nation's juke box operators as their top country Western earner last year, barely edging out Jimmy Dean's "Big Bad John" on Columbia. The latter was voted by the operators as the top earner in all categories, according to Billboard Music Week's 1962 Music Machine Survey.

In third place was Aaron Young's "Hello Walls," which topped, while Patsy Cline's "I Fall to Pieces" on Decca was fourth, followed by "North to Alaska" by Johnny Horton on Columbia. The other c&w top earners were "A Six-Pack a Day," with Hank

Thompson, on Capitol; "Wings of a Dove," by Fats Domino, on Capitol; "He'll Have to Go," by Jim Reeves, on RCA Victor; "Don't Worry," by Marty Robbins, on Columbia; and "Crazy," by Patsy Cline, on Decca.

Vote-getting c&w records included "Hello World" (Perlin Huxky, Capitol); "Right Wrong" (Wanda Jackson, Capitol); "Alabama" (Cowboy Copas, Starday); "Fool No. 1" (Brenda Lee, Decca); "Hello Walls" (Aaron Young, Capitol); "Am I Loving You" (Jim Reeves, RCA Victor); "El Paso" (Marty Robbins, Columbia); and "In the Middle of a Heartache" (Wanda Jackson, Capitol).

President Kennedy, in one of his public statements, said that a serious crime is committed every 15 minutes and that each and every community must share the blame. This brings me back to a statement I made many years ago. The best way to improve the coin machine industry's public relations is for each and every operator in his own community to do the best he can for his neighbors, to participate in all or as many charitable movements as he can afford, and let everybody in the community know that he is a coin machine operator and has nothing to be ashamed of.

I recently read an article wherein the writer bemoaned the fact that the juke box is used as a prop in plays where the plot involves a crime. I maintain that this doesn't make the manufacturer, operator or location owner an unsavory person. The fact that many nefariously criminal plots and murders in fiction take place in night clubs doesn't signify that all the owners or operators of night clubs are sinister characters.

The need for better understanding has become a universal problem. It seems that everybody all over the world is of the opinion that whoever is engaged in the coin machine business is both a racketeer and a millionaire, that the coin machine industry consists of a conglomeration of bad characters who are making plenty of money and that they can easily afford to pay all kinds of excessive taxes, licenses and royalties. Truly, many of them, the people nor the operators themselves will get together and fight for their rights.

To improve the image of the coin machine industry will require many years of constant work by thousands of operators all over the world, and I do not minimize those individuals who at one time or another contribute to the March of Dimes or give a used machine to a youth club; those things are only good for the day, but the next day or the next week, like yesterday's headlines, are soon forgotten.

For our industry is in need of are a hundred or a thousand retired or semi-retired men or women who will more or less dedicate the rest of their lives and take part in everyone of their community's charities or as many as they can, and stay with it come what may, for as long as it takes in order to do it. I do not minimize those individuals who should eventually help change the image of the coin machine industry so that politicians and "do gooders" will stop using our industry as a scapegoat.

PACIFIC

• Continued from page 56

adding to the rosy picture for the year.

Equipment Sales

C. A. Robinson of the firm bearing this name said that both new and used equipment were moving well. He added that new moving sales had slowed but pool tables had spurred ahead to more than take up the slack. "If the first three months of this year are any criterion," he said, "the latter half of the year should be exceptionally good."

Marshall Ames, sales manager for Badger Sales, Seeburg distributor for the Pacific branch, said that in March and April after holding their own in February, "Operators have settled down and are now in the building their routes," Ames added. He said that the higher priced used equipment devices were selling better than those in the lower ranges.

Wulitzer's branch has enjoyed strong sales in new equipment, reported John Scavarda, office manager. Used equipment in the Pacific branch of the R. F. Jones Company, AMI distributors, Ed Wilkes, assistant manager, said. Price has had little effect on the operators, said Scavarda, picking up that "if they want and need it, they'll buy it." Wilkes feels that the general outlook on business has been good, primarily and now "building." On this basis, he looks for a good 1962.

MORE BEST IN YEARS

Ratajack Sees Role of Juke Box Secure; Discounts Dire Forecasts

By E. R. RATAJACK
MOA Managing Director

Many times in the course of our experiences with the juke box business we have encountered dire predictions of immediate disaster for this segment of the entertainment world.

Once it was radio that was going to run us out of business. The initial impact of TV led to another round of gloomy predictions. More recently "urban renewal" and "inroads of background music" are being pointed to as new beginnings of the end.

But the juke box persists and we predict will continue to survive as a medium of entertainment. It will continue to be a good business too, because it serves a purpose and a need.

Only a small segment of the population attends concerts or opera. These people attend by individual choice. They attend what they want to hear and enjoy. The balance of the people get their musical fare mainly from radio. However, the only voice they have in choice, is the on or off button on the set.

People love music, but not all of them love the same music. Some like it hot. Others prefer waltzes. Ethnic groups want polkas. Country music has its followers. Progressive jazz, rhythm and blues, classics and semi-classics, instrumentals and vocals—all represent choices of individuals and groups.

The juke box has become the American way of life because it caters to an American habit, freedom of choice. Youngsters may hear their favorite teen-age artist, their parents select tunes that remind them of their youth. The grandparents pick the tunes of their country of origin. The juke box is the only source of musical entertainment that offers programming suitable to all of these varied tastes. Most important, the musical taste of each individual is satisfied by the simple process of pushing a button.

As this taste for music will never die—the juke box will never die.

Paradoxically the juke box industry in performing this useful function has drawn upon itself much too much, unfair and unwarranted criticism. Operators are stung by the continual accusations of

"underworld domination," "syndicate controlled," "legalized piracy," "billion dollar risk" and "racketeering." Operators are not only stung, but also bewildered because they find very little evidence of such wrong doing in the business. Their bewilderment is lessened with a little research.

A search through files and history of this type of notoriety reveals that it began in the late thirties, at about the time the copyright societies made their first attempt to amend the Juke Box Section of the 1909 Copyright Act. Each year since then, the criticism and innuendo is timed to peak with the presentation of another bill aimed to collect fees from the operator.

The year 1962 is no exception. Operators are facing H. R. 70, the Celler Bill, the Thompson Bill, and the proposed over-all revision of the 1909 Copyright Act.

Timed to perfection is an article in the April issue of *Atlantic Monthly*—"Juke Box Piracy." It tells how a "shortsighted Congress" gave a supposed advantage to juke box operators. It follows of course, that the industry is "underworld dominated." The author also tells how operators played each record 5,000 times—as against a cost of less than one dollar per record. Also issued recently is a booklet put out by the National Creative Arts Committee for Better Copyright Laws. The matter of Copyright is a long involved subject. Yet, this pamphlet covers only one point—the juke box. The words "the juke box syndicate," "well financed juke box lobby" and "piracy" are well sprinkled in the context.

The Music Operators of America is not just the oldest but the only agency within the juke box industry which whose sole object and purpose is to defend the entire industry against unfair discriminatory legislation. It is MOA that makes pinball rebuttal to the constant stream of inventive being poured upon our industry.

It is MOA that provides tax and accounting counsel. It is MOA that carries on a public relations service. It is MOA and MOA only, that keeps the operator waked as a group 365 days of the year.

In this the beginning of the 13th year of the existence of our organization we express complete faith in the industry and its future.

Diskey Relations to Get Close Scrutiny

By NICK BIRO

CHICAGO—The Music Operators of America rolls into its 12th annual convention here with advance registration of close to 600 operators and prospects of hitting its best attendance in several years.

Exhibitors, pegged at 40, represent a wide variety of firms including juke box and amusement game manufacturers, vending firms, record companies and various suppliers.

Several hot industry topics are slated for discussion. BMW's Ren Grevatt and Aaron Stienfield will moderate a panel devoted to juke box and record problems. Represented will be officials of both industries.

Copyright Covered

The perennial copyright problem will be raked over the coals with discussions by MOA president George A. Miller, managing director E. R. Ratajack, and legal counsel Nicolas E. Allen.

This year operators face what amounts to an attack on three fronts in the form of H.R. 70 (Rep. E. Celler's bill), the so-called Thompson Bill and the proposed over-all revision of the 1909 Copyright Act—all of which would end the traditional juke box exemption from copyright fees.

Tax and accounting problems will come in for their share of attention with discussions by Samuel J. Michaelson, Chief of Audit Division, Internal Revenue Service, and Leo Kaner, head of MOA's tax council.

Discussions Planned

The business sessions will also include a discussion on country music by Charles Lamb, publisher, The Music Reporter; and on juke box programming by Dick Sternberg, publisher, The Music Vendor.

MOA will wind up its three day conclave with its traditional banquet and floorshow, Tuesday (8) evening. Featuring will be the performances by record stars (with participation this year limited to record companies exhibiting at the show) and a "first" for this show—presentation of "MOE" awards to the outstanding single record, record company and record artist of the year.

A potentially explosive issue is this year's discussion on juke (Continued on page 75)

Europeans Looking to U. S. For Resort Location Games

By OMER ANDERSON

ANTWERP—U. S. coin equipment—mainly games—will get its biggest play ever at European resorts this season.

A poll of operators in leading resort centers shows placing of American equipment is at an all-time peak. Operators were polled in Belgium, Holland, West Germany, France and Italy. Trade reports from Britain confirm the Continental trend to increased reliance on U. S. games.

U. S. equipment, new and reconditioned, is arriving at this European coin machine crossroads in record seasonal volume. Trade sources estimate that U. S. machines valued at around \$500,000 were imported into Belgium in March, a record and a gain of 22 per cent over March 1961.

The importation of American equipment is running at or near all-time peaks in West Germany and Italy, and France and Britain are providing strong, if not record, markets.

For the first time ever, U. S. pinballs are proliferating in West German North Sea Island resorts. There are more U. S. bowlers than ever before at the Belgian resort of Knokke, and Italian Adriatic

resorts have discovered the U. S. bingo—but not the roulette.

Threat to Darts

In Britain, U. S. shuffle alloys threaten to displace darts as the games getting the biggest play at Bournemouth and Blackpool, and U. S. target games are popular in Holland.

Dirk Hoogendoorn, an operator at Scheveningen, the ritzy resort outside The Hague, reported, "European resort operators, judging from my conversations, are switching wholesale to American equipment for arcade games, if they hadn't switched before."

"I think all of us are now convinced it is unsurpassed, in fact largely unduplicated, by the European product. European producers, let's face it, have their strong points and their weak points, and manufacturing games is simply something the Americans do better."

Rimini, the Italian Adriatic resort, is opening the season with 35 bingo, which appears to be an all-time record for Italy. This is partially confirmed by Giuseppe Paternostro, an arcade operator who emigrated to the U. S. with his parents as a child and returned to Rimini after the war.

"There is no doubt that American games are more popular than ever along the Adriatic," he re-

ported. "I find this is also true for other areas of Italy. Operators I have talked with all agree that the European public is demanding increasingly more sophisticated games; they are no longer satisfied with the soccer games produced on the Continent."

I believe the public taste in games definitely has changed, and I believe it is obvious that the cause is the big advance in technology all over the world—the space-age, nuclear power, television, and so forth.

Space Age

"People like to feel they are part of the space age even if they are only pushing buttons and playing arcade games. We find, for example, if they can contrive a space-sounding name for our games, such as a space-astronaut's boosters collections by anywhere from 7 to as high as 27 per cent a month."

Bowling has emerged as a high-brow sport in France, where leading literary lights such as Jean Cocteau are seen on the lanes before bowling balls. The full-blown game is booming coin bowlers all over the country, all of them of U. S. manufacture.

Biarritz, for example, is experimenting with bowlers and "pinballs" this season to boost pa-

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

SHOUT (Part I) AND SHOUT (Part II)	JOE DEE & THE STARDUSTERS Roulette 4416
LOVERS WHO WANDER AND (I WAS BORN TO CRY	DION A&P 9122
HIDE YOUR HAIR AND AT THE CLUB	RAY CHARLES & HIS ORK A&P-Paranorm 10314
JAM (Part I) AND JAM (Part II)	BOBBY DRISCOLL & HIS FRIENDS Cotton 1003
WHAT'D I SAY (Part I) AND WHAT'D I SAY (Part II)	BOBBY DARIN A&P 4221
I CAN'T STOP LOVING YOU AND BORN TO LOSE	RAY CHARLES A&P-Paranorm 10320
TEACH ME TONIGHT AND WHEN THE LIGHTS GO DOWN LOW	GEORGE MARRAS Roulette 9404
SCOTCH AND SODA AND JANE JANE JANE	KINGSTON TRIO Capitol 4740

(Continued on page 75)

Williams New Coquette Has Moving Target



COQUETTE

CHICAGO — Coquette, new two-player pinball game with moving target, was bowed by Williams Electronic Manufacturing Corporation last week.

The moving target scores 100 points when lighted. Other features include:

Four advance bumpers and two rollover buttons that change values of the effect holes at random.

A and B targets that double the effect hole values.

Top rollover buttons that light two jet bumpers for 10 points.

Coquette also has a match feature for bonus scores, Plastikite finish, three or five-ball play, slug rejector, locked coin box, single or twin coin chutes, and stainless steel moldings with chrome covers.

Massachusetts Ops Denied Chance to Pay Game License

SPRINGFIELD, Mass. — Amusement game operators in this area have a dilemma on their hands. They want to pay a license fee to operate their games, but the licensing board won't let them. The State law calls for such a license, the Supreme Court ruling calls for a license to operate amusement games, the police are beginning to crack down, but the license board ignores the whole thing.

About nine years ago all amusement games were banned from the city of Springfield, but little by little, over the years, games began to appear here and there. The fact that they were unlicensed didn't seem to bother anyone. Recently, however, in the first such case, police arrested one operator for having an unlicensed pool table and he was fined \$25.

The operators have retained the services of attorney William Walsh who is attempting to persuade the licensing board to issue licenses in accordance with the State law. The board appears to feel that such a move is unnecessary and that if it sits tight the whole problem will disappear. It has been reported that the board members find difficulty in defining an amusement device and would prefer not to get involved.

Meanwhile, the \$25 fine is in the process of an appeal, with the operators, who are more than willing to pay the fine, are running the games with understandable apprehension and wondering where the police will strike next.

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- Accepts half dollars, quarters, dimes, nickels.
- Returns change in nickels with pack of cigarettes upon deposit of half dollar or two quarters, i.e., 30¢ price pack and 4 nickels; 35¢ price pack and 3 nickels, etc.
- Capacity in nickels: 660 (115 nickels per tub).
- When changer is empty—illuminated sign indicates: "USE CORRECT CHANGE ONLY."
- 50¢ merchandise can be vended upon insertion of any denomination of coins totaling 50¢.

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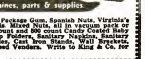
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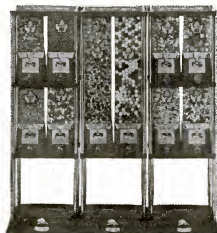
8 INCH PLEXIGLOSS GLOBE



23 INCH PLEXIGLOSS GLOBE



8 INCH PLEXIGLOSS GLOBE



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Atlas MUSIC COMPANY

Mr. Richard Wilson
Billboard Music Week
188 W. Randolph St.
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near Bickn

We have always considered Billboard representative of the Coin machine industry on an international level. Our weekly advertisement in Billboard covering a span of more than 27 years confirms this belief.

The substantial increase in our export business is attributable not only to our ability to supply equipment that satisfies customers all over the world, but to the arm that reaches them via our ed-BILLBOARD. Inquiries from countries as far removed as Ghene, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ed in billboard.

Prospective buyers as well as customers, have come to learn that Billboard advertisers are reputable, well established companies of integrity and substance, and that they can order with the assurance that equipment will be shipped as represented. This is one of the reasons why we at Atlas Music have increased the number of customers who are buying phonographs from us.

Our program to reach the expanding export market in coin machines includes a continuation of our regular weekly advertisement in Billboard supplemented by other advertising media.

As pioneers in the coin machine industry, we have watched and participated in its outstanding growth. Billboard is to be commended for its part in generating confidence and fostering good will among coin machine buyers all over the world.

Sincerely yours,
ATLAS MUSIC COMPANY

Nathan Einstein
Nathan Einstein

"Our weekly advertisements covering a span of more than 27 years confirms this belief."

"Substantial increase in our export business is attributable . . . to the arm that reaches them via our ad—Billboard."

"Inquiries from countries as far removed as Ghana, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ad in Billboard."

"Our program to reach the expanding export market in coin machines includes a continuation of our regular weekly advertisement in Billboard. . . ."

Shown is a reduced reproduction of a typical Atlas Music Co. advertisement.

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BOWE JAWAQUEE, 11-1/2" DIA.	95	A.M.I. F-120...	235
BOWE JAWAQUEE, 14-1/2" DIA.	175	A.M.I. F-120 (500)...	235
STONER 8-3/4 COWPOND...	95	A.M.I. L-200 (500)...	235
WITTENBERG 14, 24-1/2"...	145	BUCKLE-A 1440...	225
WITTENBERG 14-1/2" DIA.	175	BUCKLE-A 1440...	195
WITTENBERG 14-1/2" DIA.	195	BUCKLE-A 1440...	195
SEEKING 800-82 Cg.	215	BUCKLE-A 1440...	195
SEEKING 800-82 Cg.	185	SEEKING 8100...	145
		SEEKING 8100 (500)...	145
		SEEKING 321-30 (500)...	145
		WITTENBERG 14...	175
		WITTENBERG 14...	175
		WITTENBERG 2100...	155
		WITTENBERG 2100...	155
		WITTENBERG 2100...	155
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STEERING 0120-28 (500)	745
STEERING 0120-30 (500)	745
STEERING 194-0	275
WALL/TIER 1000	575
WALL/TIER 2100 (500)	515
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BILLBOARD MUSIC WEEK

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CINCINNATI—Members of the Automatic Phonograph Owners Association will meet Tuesday (8) at 504 Tri-State Building here. The meeting starts at 8 p.m.

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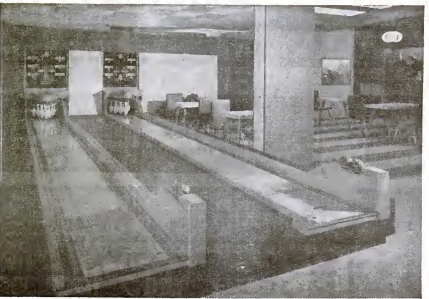
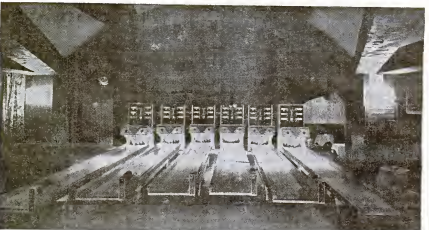
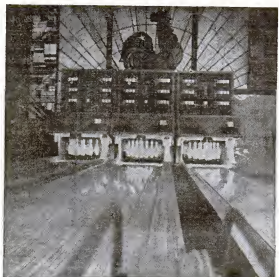
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when it
comes to
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American coinmen can learn from the Europeans in planning coin-operated bowling centers. The pictures were sent in by Francis Craaynest, representative for Sodemal Bowling, France, United Manufacturing Company's European outlet. From top to bottom: The RAI Exhibition Hall, Amsterdam, where a battery of United bowlers provides a light touch to more serious business; an installation in Lille, an industrial city in the north of France; the bowling club at Megeve, France, and a two-lane in a suburban Paris cocktail lounge.



Joe Humphreys Killed In Memphis Accident

MEMPHIS—Joe Humphreys, 21, operator of an arcade and several game concessions at Fairgrounds Amusement Park, was killed last week when his car crashed into an ambulance which drove through a stop sign, police said.

The ambulance driver was charged with second degree murder.

Humphreys died in the emergency room of Methodist Hospital an hour and 10 minutes after the 10:30 p.m. collision.

Humphreys was a native of Dallas, Miss. He came to Memphis three years ago. He leaves his parents and a sister.

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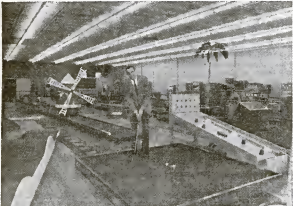
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Bowling, Golf Work Together in Baltimore



STEVE MACSIZ, owner of Baltimore's Brooklyn Bowling Lanes, tries his skill at coin-operated golf in his new Golf City operation.

BALTIMORE—A marriage between bowling and golf, America's two top participant sports, appears to be working out well at the Brooklyn Bowling Lanes here.

The upstairs area of the two-story installation is occupied by 25 bowling lanes. The lower area—Brooklyn Golf City—has a 19-hole miniature golf course and a Golf-It electronic driving range. Both units are coin operated.

Owner Steve Macsiz, a veteran of 15 years in the bowling alley business, reports that in the first month since the installation of the two coin-operated golf units, the gross income for the funspot has increased by \$1,000 a week.

He figures that the \$15,000 investment in the two coin-operated

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 It was again a pleasure to serve as a clearing house for your many messages and phone calls.

EUROPEAN NEWS BRIEFS

Jackie Boosts Tune

ROME—The disk "Nel Mel Sogni" (In My Dreams) has become a juke box top tune all over Italy. Some forecasts place the disk at the biggest phonograph success of the last year. Its skyrocketed success is ascribed to the personal fondness given the tune by Mrs. Jacqueline Kennedy, to whom it is dedicated. The song was sung for Mrs. Kennedy on her visit to Rome earlier this year by the composer, Ugo Caline, singing Neapolitan guitarist. Caline introduced "Nel Mel Sogni" at a concert attended by U. S. Ambassador Frederick Reinhardt and Princess Radziwili, sister of Mrs. Kennedy, as well as America's First Lady. The song immediately took off on Italian juke boxes.

GEMA Pact the Model

COPENHAGEN—The settlement negotiated by German phonograph operators with the composers' authors (GEMA) and performing artists (GVL) is expected to serve as a model for settlement of a similar dispute in Denmark. Danish performing artists, represented by GRAMCO, are demanding that operators pay them royalties over and above those paid to the Danish copyright society, KODA. The German trade agreed to pay the GVL a lump-sum royalty amounting to 20 percent of the GEMA royalty. GEMA subsequently was designated by the GVL as its agent for collection of the royalty from the operators. A similar arrangement is being presented to the Danish trade by a joint operator-KODA group.

Compact for America

BINGEN, West Germany—N. S. M., the Continent's largest producer of coin machines, is preparing a sales invasion of the American market for its new, smartly styled Fanfare Silver 100-coin equivalent of the phonograph in the same way the American motorist prizes the compact car," van de Weyde observed. It has been the longstanding conviction of Gerhard Schulze, N. S. M. chief, that the first European manufacturer to produce the Volks-wagen equivalent of the phonograph would do a bonanza business in the U. S. The new model already is being exported to 48 countries, according to van de Weyde.

Take Blockade Measures

WEST BERLIN — Wiegandt is announcing "blockade-proof" sales and service arrangements for its Tommaster juke box. To ally fears that any Berlin blockade might disrupt Tommaster deliveries from the plant in West Berlin, Wiegandt has established a warehouse and service center for West Germany in Munich. Tommaster distribution for West Germany has been concentrated in the hands of Joachim Eifer at 11 Krumpholtz Street. This arrangement insures that ample Tommaster machines will be stockpiled in West Germany to serve operators through any possible repeat Russian blockade of West Berlin. It is also pointed out that Tommaster, a compact 60-selection walkbox, is ideally suited for airlifting in volume, should West Berlin be blockaded.

Wurlitzer Completes Net

HAMBURG—Wurlitzer has completed building a Germany-wide distributor network for its German-manufactured Lyric compact machine. It is now possible to get delivery within a matter of hours of a Lyric in any area of the country, thanks to the new distributor network. Distributors comprising the net are: H. P. Esser, Koblentz-Neuendorf; Fritz Fortmann, Bielefeld; Hans Gerken, Cologne; Wolfgang Haas, Freiburg; Clemens Koehler, Voelkingen, Saar; Hermann Moggi, Frankfurt; Bruno Nowak, Munich; Gerhard Preibsch, Oldenburg; Otto Lorez, Ruedl, Kassel; Erich Schneider, Hamburg; Alfred Ueber, Nuremberg; Max Walther, Essen. The Lyric is manufactured at Huellstorf, Westphalia. Erich Schneider continues to be the general importer for American-manufactured Wurlitzer for West Germany.

Feis Heads Saar Operations

SAARBRUCKEN—Saar operators have re-elected Karl Feis president of the operators association, Automaten-Verband des Saarlandes. Other officers elected are Cuno Arnold, vice-president; Fritz Eck, treasurer; Dr. Klaus Kammhuber and Fritz Welsperger, auditors; and Dr. Walter Hansberg, honorary business manager. The Saar association has created a so-called "council of elders," which also functions as an arbitration panel in settling intramural disputes. Named to this board of elder statesmen were Hans Buchheit, Guenther Bohr, Franz Liesel, Hansberg, Hermann Henkel, Paul Kerber, Hermann Klein, Clemens Koehler, Alois Kroesch, Will Jockers, Karl Lossele, Wolfgang Palluch, August Staab, Fritz Steinmetz, and Hans Zink.

(Continued on page 75)

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 Shell game, 1-2-3-4-5-6-7-8-9-10-11-12-13-14-15-16-17-18-19-20-21-22-23-24-25-26-27-28-29-30-31-32-33-34-35-36-37-38-39-40-41-42-43-44-45-46-47-48-49-50-51-52-53-54-55-56-57-58-59-60-61-62-63-64-65-66-67-68-69-70-71-72-73-74-75-76-77-78-79-80-81-82-83-84-85-86-87-88-89-90-91-92-93-94-95-96-97-98-99-100-101-102-103-104-105-106-107-108-109-110-111-112-113-114-115-116-117-118-119-120-121-122-123-124-125-126-127-128-129-130-131-132-133-134-135-136-137-138-139-140-141-142-143-144-145-146-147-148-149-150-151-152-153-154-155-156-157-158-159-160-161-162-163-164-165-166-167-168-169-170-171-172-173-174-175-176-177-178-179-180-181-182-183-184-185-186-187-188-189-190-191-192-193-194-195-196-197-198-199-200-201-202-203-204-205-206-207-208-209-210-211-212-213-214-215-216-217-218-219-220-221-222-223-224-225-226-227-228-229-230-231-232-233-234-235-236-237-238-239-240-241-242-243-244-245-246-247-248-249-250-251-252-253-254-255-256-257-258-259-260-261-262-263-264-265-266-267-268-269-270-271-272-273-274-275-276-277-278-279-280-281-282-283-284-285-286-287-288-289-290-291-292-293-294-295-296-297-298-299-300-301-302-303-304-305-306-307-308-309-310-311-312-313-314-315-316-317-318-319-320-321-322-323-324-325-326-327-328-329-330-331-332-333-334-335-336-337-338-339-340-341-342-343-344-345-346-347-348-349-350-351-352-353-354-355-356-357-358-359-360-361-362-363-364-365-366-367-368-369-370-371-372-373-374-375-376-377-378-379-380-381-382-383-384-385-386-387-388-389-390-391-392-393-394-395-396-397-398-399-400-401-402-403-404-405-406-407-408-409-410-411-412-413-414-415-416-417-418-419-420-421-422-423-424-425-426-427-428-429-430-431-432-433-434-435-436-437-438-439-440-441-442-443-444-445-446-447-448-449-450-451-452-453-454-455-456-457-458-459-460-461-462-463-464-465-466-467-468-469-470-471-472-473-474-475-476-477-478-479-480-481-482-483-484-485-486-487-488-489-490-491-492-493-494-495-496-497-498-499-500-501-502-503-504-505-506-507-508-509-510-511-512-513-514-515-516-517-518-519-520-521-522-523-524-525-526-527-528-529-530-531-532-533-534-535-536-537-538-539-540-541-542-543-544-545-546-547-548-549-550-551-552-553-554-555-556-557-558-559-560-561-562-563-564-565-566-567-568-569-570-571-572-573-574-575-576-577-578-579-580-581-582-583-584-585-586-587-588-589-590-591-592-593-594-595-596-597-598-599-600-601-602-603-604-605-606-607-608-609-610-611-612-613-614-615-616-617-618-619-620-621-622-623-624-625-626-627-628-629-630-631-632-633-634-635-636-637-638-639-640-641-642-643-644-645-646-647-648-649-650-651-652-653-654-655-656-657-658-659-660-661-662-663-664-665-666-667-668-669-670-671-672-673-674-675-676-677-678-679-680-681-682-683-684-685-686-687-688-689-690-691-692-693-694-695-696-697-698-699-700-701-702-703-704-705-706-707-708-709-710-711-712-713-714-715-716-717-718-719-720-721-722-723-724-725-726-727-728-729-730-731-732-733-734-735-736-737-738-739-740-741-742-743-744-745-746-747-748-749-750-751-752-753-754-755-756-757-758-759-760-761-762-763-764-765-766-767-768-769-770-771-772-773-774-775-776-777-778-779-780-781-782-783-784-785-786-787-788-789-790-791-792-793-794-795-796-797-798-799-800-801-802-803-804-805-806-807-808-809-810-811-812-813-814-815-816-817-818-819-820-821-822-823-824-825-826-827-828-829-830-831-832-833-834-835-836-837-838-839-840-841-842-843-844-845-846-847-848-849-850-851-852-853-854-855-856-857-858-859-860-861-862-863-864-865-866-867-868-869-870-871-872-873-874-875-876-877-878-879-880-881-882-883-884-885-886-887-888-889-890-891-892-893-894-895-896-897-898-899-900-901-902-903-904-905-906-907-908-909-910-911-912-913-914-915-916-917-918-919-920-921-922-923-924-925-926-927-928-929-930-931-932-933-934-935-936-937-938-939-940-941-942-943-944-945-946-947-948-949-950-951-952-953-954-955-956-957-958-959-960-961-962-963-964-965-966-967-968-969-970-971-972-973-974-975-976-977-978-979-980-981-982-983-984-985-986-987-988-989-990-991-992-993-994-995-996-997-998-999-1000-1001-1002-1003-1004-1005-1006-1007-1008-1009-1010-1011-1012-1013-1014-1015-1016-1017-1018-1019-1020-1021-1022-1023-1024-1025-1026-1027-1028-1029-1030-1031-1032-1033-1034-1035-1036-1037-1038-1039-1040-1041-1042-1043-1044-1045-1046-1047-1048-1049-1050-1051-1052-1053-1054-1055-1056-1057-1058-1059-1060-1061-1062-1063-1064-1065-1066-1067-1068-1069-1070-1071-1072-1073-1074-1075-1076-1077-1078-1079-1080-1081-1082-1083-1084-1085-1086-1087-1088-1089-1090-1091-1092-1093-1094-1095-1096-1097-1098-1099-1100-1101-1102-1103-1104-1105-1106-1107-1108-1109-1110-1111-1112-1113-1114-1115-1116-1117-1118-1119-1120-1121-1122-1123-1124-1125-1126-1127-1128-1129-1130-1131-1132-1133-1134-1135-1136-1137-1138-1139-1140-1141-1142-1143-1144-1145-1146-1147-1148-1149-1150-1151-1152-1153-1154-1155-1156-1157-1158-1159-1160-1161-1162-1163-1164-1165-1166-1167-1168-1169-1170-1171-1172-1173-1174-1175-1176-1177-1178-1179-1180-1181-1182-1183-1184-1185-1186-1187-1188-1189-1190-1191-1192-1193-1194-1195-1196-1197-1198-1199-1200-1201-1202-1203-1204-1205-1206-1207-1208-1209-1210-1211-1212-1213-1214-1215-1216-1217-1218-1219-1220-1221-12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Mild Weather & Longer Light Hours Brighten Boston Picture

By CAMERON DEWAR

BOSTON—The combination of spring and longer evenings due to Daylight Saving Time appears to have brightened up the outlook for both juke box distributors and

operators in this area. Sales are said to be heading for the highest point in years, and operators lack this up by their purchases of new equipment. This situation is a reflection of better collections than have been taken in many months.

The records responsible for this are having what operators believe to be the most durable collection of popular hits in a long time. The Twist is still very much in the picture with Chubby Checkers' "Slow Twistin'" leading the field. No other specialty record has lasted nearly this long.

Bob Levin at Boston Record Distributors reports that there is a strong trend to country and western, which is unusual in this area. His best seller this week has been Ray Charles' "Can't Stop Loving You" on ABC-Paramount, followed closely by "Second Hand Love"

by Connie Francis on MGM and "Stranger on the Shore" by Acker Bilk on Atco.

33 Picture

The feeling about 33 singles is still sharply defined here. The Boston one-stop doesn't find any call for them and nobody seems to want them. But at Dick's Record one-stop, Dick Mitchell does a thriving business in the 33's. Top of the pick at Dick's Records this week are "I Will Be" by Vic Dana on Dolton and "Adios Amigo" with Jim Reeves on RCA Victor.

Operator Gregg Pappas of Peabody has found that the 33's become almost like standards and stay in the machines longer than the 45's. However, he doesn't have nearly as many locations that want the 33's. "They like what they hear but they don't know what they're hearing," he says of location owners who don't care one way or the other, just so long as it's music. He finds "Midnight in Moscow" by Kenny Ball on Kapp and "Little Bitty Tears" by Burl Ives on Decca getting most play with the Twist records holding up well.

Fred Segal of Royal Automatic Music Company of Cambridge doesn't touch 33's at all. "They take too much work to handle and keep track of," says Segal. Betty Lester's "Love Letters" on Segal with several Connie Francis records and Chubby Checker's "Slow Twistin'" doing a steady enough business to leave them in the machines for weeks on end.

Hot Sides, Spring Vacations Nourish Chi Op Business

By NICK BIRO

CHICAGO—A hot, new crop of singles plus the beginning of spring vacation are fusing new life into the juke box business this week. Operators report business up following a slow last season, and record buying is following suit.

"Lemon Tree" by Peter, Paul and Mary on Warner Bros. and "I'll Take You Home by the Coals" on Chess were cited by both Singer and Music Box one-stops as moving well.

Also going at Singers was "Limbo Rock" by the Champs on Challenge. The latter tune is just starting to get some air play and is also going well on the retail level with dealers.

Moving Up

At Music Box, Russ DiAngelo is releasing a good operator's selection with "Count Every Star," Linda

Scott, Canadian American; "Balboa Blue," Mar-Kets, Liberty; "I'm on My Way," Highwaymen, United Artists; "I Was Born to Cry," Dion on Laurel.

Also doing well at Music Box, though not in the "hot new" category, are "Skaters' Waltz," Roger Williams, Kapp; "Let Me Love You," Buddy Greco, Epic; "I'll Take You Home by the Coals," New Phoenix "Blues Stay Away From Me," Ace Cannon, Hit "Dream," Dinah Washington, Mercury; "That's My Desire," Sensations, Argo; "Most People Get Married," Patti Page, Mercury; "She Cried," Jay and the Americans, United Artists; "Via Viana, Dolton; "Caterina," Perry Como, RCA Victor; "Stranger on the Shore," Aker Bilk, Atco; "Smoky Mountain Home," The Jankins, Blue Belles, Newson.

Twin City Collections Pick Up; 'Wolverton Mt.' Pulls for Ops

By DON LYONS

MINNEAPOLIS—Operators in the Twin Cities report that collections are starting to pick up with the best action shown on "Wolverton Mountain" by Claude King on Columbia. The operators in this city and St. Paul look for a good summer season with the approach of the tourist trade.

After the initial impact of warm weather here, the operators feel that the local citizens, too, are going to get out more with the result that locations will be frequented more often and collections will perk up.

There continued to be good action at the one-stops. Jim Christensen of Jim's Record Shop, St. Paul, listed the following as being the most popular disks: "Second Hand Love" by Connie Francis on MGM, "House of Some" by Jack Barlow on Soma, "Swinging Gently" by Earl Grant on Decca, "Wolverton Mountain" and "I Can't

Stop Loving You" by Ray Charles on ABC.

At All-Record Sales, Minneapolis, Tom Prenevost, office manager, mentioned the following as most in demand: "Wolverton Mountain," "Stranger on the Shore" by Aker Bilk on Atco, "Johnny Get Angry" by Joanie Sommers on Warner Bros. (which he said looks as if it's going to be a really big one), "Second Hand Love" and "How Can I Meet Her" by the Evert Brothers on Warner.

Irv Gersen of Brown Bros., Inc., Minneapolis, said that "Wolverton Mountain," "Stranger on the Shore," "House of Some," "Most People Get Married" by Patti Page on Mercury and "Adios Amigo" by Jim Reeves on RCA all were moving well.

With Peter, Paul and Mary at The Padded Cell, Minneapolis night spot, the one-stop mentioned that demand again was increasing for the trios "Lemon Tree" disk, which began to get popular here last fortnight.

Bands Make Juke Box Comeback Via Ray Anthony Hit in MidSouth

By ELTON WHISENHUNT

MEMPHIS—New singles making a fast break among operators in the Memphis and Mid-South area last week were by artists Ray Charles, Dr. Feel Good (a pseudonym of Piano Red) and big band leader Ray Anthony.

The surprise was the apparent comeback of a big band in an era which has been dominated for so long by rock and roll, rhythm and blues, Twist and vocalists backed by small combos.

The big band record is Ray Anthony's on the Capitol label titled "Worried Mind."

Frank Berretta, partner in Popular Tunes Record Shop, one-stop which sells to all music operators in Memphis and the Mid-South area (West Tennessee, North Mississippi and East Arkansas) said all the operators are buying the Anthony disk.

Other Winners

The other two new ones going good, Berretta said, are "I Can't Stop Loving You" a band by Ray Charles on the ABC-PARC mount label, and "Dr. Feel Good" on the Okeh label.

Dr. Feel Good is Negro pianist-singer who lives in Atlanta for several years ago he had a couple of

hits out on RCA—"Red Boogie" and "Rockin' With Red."

Edward H. Newell, Or-Matt Amusement Company, reports he has the three new ones on his boxes and they are going well with the customers.

Harold Young, Broadway Music Company, Chattanooga, Tenn., reports the Anthony disk is topping his popularity meter and "Dr. Feel Good" and "Worried Mind" are also scoring high.

Jack Embury and Alley Y. Keller, partners in Central Music Company, Memphis, report on their route, however, the demand is for "Dr. Feel Good" and it is going best for them among the three mentioned.

Berretta said two other singles mentioned several weeks ago as getting off to a fast start have sold very well in this area since then—Elvis Presley's "Good Luck Charm" on RCA and Ace Cannon's "Blues Stay Away From Me" on Hi, a Memphis record company.

A number of the operators in the Mid-South territory who did not get out before the beginning of the year have been buying them up because of the demand among their customers for them, Berretta said, which is why they're then high on the best selling list.

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5. Rate per line. 1 line 2 lines 3 lines 4 lines 5 lines 6 lines 7 lines 8 lines 9 lines 10 lines 11 lines 12 lines 13 lines 14 lines 15 lines 16 lines 17 lines 18 lines 19 lines 20 lines 21 lines 22 lines 23 lines 24 lines 25 lines 26 lines 27 lines 28 lines 29 lines 30 lines 31 lines 32 lines 33 lines 34 lines 35 lines 36 lines 37 lines 38 lines 39 lines 40 lines 41 lines 42 lines 43 lines 44 lines 45 lines 46 lines 47 lines 48 lines 49 lines 50 lines 51 lines 52 lines 53 lines 54 lines 55 lines 56 lines 57 lines 58 lines 59 lines 60 lines 61 lines 62 lines 63 lines 64 lines 65 lines 66 lines 67 lines 68 lines 69 lines 70 lines 71 lines 72 lines 73 lines 74 lines 75 lines 76 lines 77 lines 78 lines 79 lines 80 lines 81 lines 82 lines 83 lines 84 lines 85 lines 86 lines 87 lines 88 lines 89 lines 90 lines 91 lines 92 lines 93 lines 94 lines 95 lines 96 lines 97 lines 98 lines 99 lines 100 lines 101 lines 102 lines 103 lines 104 lines 105 lines 106 lines 107 lines 108 lines 109 lines 110 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Beer City Operators Strong On Honky-Tonk Piano Disks

By BENN OLLMAN

MILWAUKEE—A pair of newly released honky-tonk piano numbers have nabbed the interest of Beer City juke box operators. One-stoppers report hefty operator ordering of both the Jo Ann Castle "I Want to Be Loved" on Dot, and the King Records' "Preacher and the Bear" by Eddie Smith.

Operator disk ordering pace has stepped up sharply in recent weeks. One-stoppers report disk orders in

the mail from Northern Wisconsin and Upper Michigan resort area operators have begun to attain sizable proportions.

Top choices among local juke box disk buyers this week included Burl Ives' "Funny Way of Laughing," which continues to gain strength. Also mounting in popularity among operators is "P.T. 109," Jimmy Dean, "Soldier Boy" by the Shirelles ranks way up near the top of the sales column.

Two items slow in catching the

favor of the operator trade at first, are now definitely on every disk buyer's shopping list. They are: "Scotch and Soda," Kingston Trio, and "Lemon Tree," Peter, Paul and Mary.

A big surprise to juke box traders has been the large number of location requests for "Old Rivers" by Walter Brennan, on Liberty. Operators are buying this one like crazy," says Stu Glassman, Radio Doctors one-stop boss.

Twist records continue to sell to operators, notes Jimm Mayer, Record City. But he predicts that a tapering of the Twist trend may be in sight. Top operator choices at Record City include "I Can't Stop Loving You," Ray Charles, and

(Continued on page 70)



PEACH STATE TRADING COMPANY's new Columbia, S. C., branch occupies 12,000 square feet, with a 3,500-square-foot display area. Parking is available for 100 cars.



TOP COIN MACHINE BRASS at the recent open house of Peach State Trading Company in Columbia, S. C., were, left to right: Mort Seave, sales director, Chicago Dynamic Industries; Harry Gregg, Wurlitzer regional sales manager; Art Weinand, vice-president, Williams Manufacturing Company; I. C. Zimmer, credit department, the Wurlitzer Company, and A. D. Palmer, Wurlitzer sales promotion and advertising manager.



PARTIAL VIEW OF PEACH STATE'S DISPLAY ROOM: More than 200 pieces of equipment may be shown at one time.

MAY 12, 1962

BILLBOARD MUSIC WEEK 47

Operator Tax Tips

By LEO KANER
Music Operator of America,
Tax Counsel

As you amble through taxes, keep your eye on the record requirements of the Internal Revenue Service pertaining to T and E (travel and entertainment) expenses.

Within the framework of the I.R.S. concept of expense accounting and in order to comply with these policies, it is requisite that subordinate records be kept. This is essential in order to sustain the deduction claimed.

The Internal Revenue Code requires that taxpayers keep such records as will be sufficient to enable the Commissioner to correctly determine income tax liability.

Accordingly it is suggested that detailed information should be kept which will sufficiently identify the persons entertained to establish the business purpose of the expense, and will show the place, the nature and cost of the entertainment, and the reasons why it was necessary to incur the entertainment expense.

In the case of traveling expenses it is necessary that detailed information contain (1) the date and place of travel, (2) cost of transportation, (3) number of days away from home, (4) an itemized statement showing cost of meals, lodging, and miscellaneous business expenses such as cab fare, telephone, gratuities (tips), etc. (5) the business purpose of the trip. This detailed information should be supported with receipts, excepting of course nominal items ordinarily incurred, such as telephone calls and gratuities.

M.O.A. SPECIALS

1 Bally Beauty Contest	55.00
3 Bally Beach Queens	75.00
1 Bally Marksman Gun (How)	345.00
2 Bally Lucky Aliases, 14"	745.00
1 Bally Lucky Alley, 11"	745.00
1 Bally Wild Swirl, 8 1/2"	245.00
1 Seeburg KD 200	295.00
5 Keeney Old Plantations	395.00
2 Keeney Birdland	465.00
1 Keeney Starline	495.00
1 Williams Party	50.00
1 Williams Gusher	75.00
1 Williams Rocket	95.00
1 Williams Hi-Straight	95.00

Rush deposit to:



ALL DAVIS—GUARANTEED Reconditioned—Refinished Phonographs

201DH	\$575
220S	\$95
225	\$69
AQ160SH	\$69

AMI

E120	\$ 95
H200	\$39
I200	\$425

Terminal 1/3 deposit required.

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WESTERN EXPORT

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Area Code 315

Remembering that the burden of proof is upon the taxpayer to show that the expenses were not only paid and incurred, but that they constitute an ordinary and necessary business expense.

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FOR SALE

Large route of Bally Champion Mechanical Ponies, located in Middle West, doing business with major super market chains and few independent stores. Reliable and honest manager available. New office in shop building with spray booth, etc. for refinishing units. Prefer cash but will consider terms. Financial statement available on request. Interested out of country make it necessary for me to sell this good business.

Write to:

PETER STONE

Box 1015, Berada, Puerto Rico

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OLYMPIA • FLYING CIRCUS
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CORRAL • BIG CASINO
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COIN MACHINE EXCHANGE
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the new

ROCK-OLA Princess

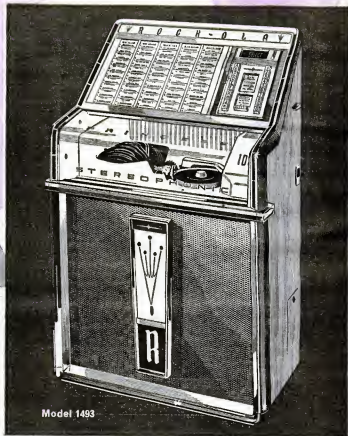
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MONAURAL · STEREOGRAPHIC
PHONOGRAPH · 100 SELECTIONS

a new concept in
compact design creates
greater location reception
...increased profits

The Princess—Compact—Versatile—Daring High Styling coupled with the World Famous ROCK-OLA Tradition of excellence in engineering, unexcelled dependability and quality convinces you at a glance that here is truly the World's Finest All Purpose Stereophonic—Monaural Compact Console Phonograph.

The Princess is truly a rhapsody of color... a symphony of high style with the sound of the future... today.

Maximum earnings and complete location satisfaction are assured.



Model 1493



NEW COMPACT DESIGN. A totally new concept in "compact design," measures only 40 1/4" high and 29 1/4" wide and 21 1/4" deep. The Princess has an uncluttered, crisp appearance in any location.

COMPACT MECHANISM. Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.



PERSONALIZED LOCATION PANEL. Now you can personalize the Princess Phonograph for each location, by quickly and easily snapping into place the Tilt-a-Bar letters provided. A full set of snap-in letters provides you with full Location, Personalization Flexibility.

look to **ROCK-OLA** for advanced products for profits!

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Pokerina and Skee Taxes

WASHINGTON — Coin-operated Skee Ball alleys and Pokero machines require only payment of the \$10 occupational tax, whether or not prizes are awarded for scores by the location owner. Internal Revenue Service says the machines do not incur the gaming tax, because players' skill rather than chance determines winning scores. The coin-operated alleys and tables which involve only the players' ability in making a winning score are designated as "coin-operated amusement devices" under the law, says IRS, and as such require only the \$10 tax even though prizes are awarded for certain scores. Some tax must be paid on each device even if the playing tables are not coin-operated, Internal Revenue Bulletin notes.

Cold Weather & Dog Track Cut Denver Receipts

DENVER—A surprise blast of wintry weather, coupled with the opening of a greyhound racing track, combined to slow collections for most operators here last week. Operators were optimistic, however, on the basis of a pleasant upturn through April, expected to continue with early tourist traffic throughout the State. Shortages of good 33-r.p.m. records were Denver operators' primary complaints. The income leaders for the week were: "Everybody Loves Me But You," by Brenda Lee; "Dear One," by Larry Finnegan; "Most People Get Married," by Patti Page; "Love Letters by Betty Lester and "Good Luck Charm," by Elvis Presley.



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Billboard Music Week

COINMEN in the news

Midwest

MINNEAPOLIS MEMO

Brown Bros., Inc., at 410 12 Ave. N., Minneapolis, has been named distributor for Rock-Ola in this territory. It was Dick Brown, partner in the firm... Marlene Sue Atkins, daughter of Harry Atkins of United Vending Machine Company, was married recently to Norbert Sobek. After a wedding trip to California, they are at home in Minneapolis.

The coin box of a cigaret machine in The Grill at 2501 Minnehaha Ave. was broken into recently and the interior ransacked. There was no estimate of loss or damage, police said. There reportedly have been more break-ins and vandalism in connection with cigaret and coin operated machines this past winter than at any time in the history of the Twin Cities.

Sam Karter, local operator, has been confined to Mount Sinai Hospital... Dan W. Sullivan has joined Viking Vending as a salesman in North Dakota, South Dakota and Minnesota. He will headquarter in Minneapolis... Pat O'Neill, shipping foreman at A-H Record Sales, local one-stop, will be married May 5 to Wendy Gorman.

Ben Jabane, 49, operator at Hutchinson, Minn., for about 15 years, died recently... LeRoy Varno is the new route man for Cedar Lake Music and Vending Company, St. Paul, bowling for Southview Chevrolet in a B'nai B'rith league, came up with a big trophy for winning the first and second ball of the season and the roll-off for the championship. The event was held at Lucky Lanes, St. Paul.

Don Lyons

MILWAUKEE MENTIONS

A healthy representation of Beer City coinmen is expected to attend the MOA Show in Chicago. "With the MOA Show only two hours' drive from here, any local music operator who stays away is making a big mistake," says Sam Hastings, Hastings Distributing Company, president of the Milwaukee Coin Machine Operators Association.

Urban renewal work in the core area of the city of Milwaukee has cost him a number of locations, reports Doug Optiz, Wisconsin Novelty Company. Since the city began ripping down blighted areas in the last three years, Optiz claims he has lost about 20 locations.

Laz Glassman, Radio Doctors, is back from his extended Florida vacation. Up-State operators stopping in at Radio Doctors for their wax needs this week included Al Janisch, Beaver Dam; Frank and Ruth Sawjela, also Beaver Dam, and Ernie and Arlene Feldt, Rhineland.

United, Inc., the Wurlitzer and Tape-A-Thon background music distributor, exhibited its wares at the ninth Food and Restaurant Equipment Show this week, held at the Dell-View resort, Wisconsin Dells. Manning the exhibit booths were Harry Jacobs Jr., Ery Hoeth and Gene Clemens.

Asher Rabbin, Automatic Merchandising Corporation, has been named to one of the key posts in the 1962 Milwaukee Jewish Welfare Fund Drive. He heads the important Development Division... A voluntary bankruptcy petition was filed in federal court this week by B. & H. Novelty. Partners in the firm, Milan Bosanac and Jim Hudy had operated the music and games company for over five years.

Bob Gronowski, Red's Novelty Company, is back on the job following convalescence after an appendicitis operation... List of operators planning to attend the MOA Show includes Jerome (Red) Jacomet, Red's Novelty Company, Arnold Jost and Jim Stecher. All are officers of the local coin operator's trade group... Trade visitors in town, shopping the one-stopders for disk needs this week, was Bils De Rusha, E. L. De Rusha Music Company, Fond du Lac, E. L. De Rusha Music Company, Fond du Lac.

One foursome planning to drive down to Chicago together to attend the MOA show includes Arnold Jost, Arnold's Coin Machine Company; Sam Hastings, Hastings Distributing Company; Jim Stecher, Novelty Service Company, and Jerome (Red) Jacomet, Red's Novelty Company... The big headache this week for all operators in Wisconsin: preparing the forms for the State personal property tax... An even bigger headache approaching and due to arrive on July 1, is the annual tavern license renewal in the city of Milwaukee. This means a hefty portion of the tavern locations will soon begin to pressure for loans from operators.

Les Reeder, L. R. Distributing Company, is quick on the draw these days. In just two seconds he can flash the pictures of his draw three grandchildren... Bob Puccio and family have returned safely from their motor trip to the West Coast during the Easter holiday.

Lack of adequate service from distributors is hampering the progress of independent music operators, claims Bert Llesch. "The independent, small operator who is not trained to handle his own repair work is distinctly handicapped today," he says... Orville Carriz, Badger Novelty Company, is planning to spend most of next week plugging Rock-Ola boxes in the Green Bay-Marquette area.

Out of towners seem making the rounds of distributors this week, included Martin Oederick, Horicon; Chet Mamhardt, Hazelhurst; Matt Wolf, Hartland, and Walter Tetting, Oconomowoc.

Benn Oliman

(Continued on page 70)

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C.C. Side Kick (New)	250.00	I.R. Super Bowler	45.00
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Combination



Laboratory and Field Tests
Prove Sun-Glo Best
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Sun-Glo Shuffleboard Supplies, Inc.

MANUFACTURERS
Score 111-113 HECKEL ST.,
Plymouth 9-4514
Super Glide

Changemaker Solves Sluggish Bowler Returns

PHOENIX, Ariz.—Spotting a battery of change-making machines convenient to bowling machines can add as much as 35 per cent greater play, according to the experiences of the Totem, big discount house here.

The Totem has 11 bowlers in operation, near the main checkstands, to make up the complete Bowler. The machines, out in the lobby of the store, are particularly popular with husbands who don't want to go through the shopping routine with their wives in the adjoining supermarket, or general merchandise areas of this 150,000-square-foot store.

Return from the bowling machines was nothing spectacular, however, for the first year, even though it was obvious that there was plenty of market in bored husbands, and even youngsters, obviously waiting for their mothers to complete the shopping chore.

Change Problem

It wasn't until the management took the step of approaching typical prospective customers, waiting around the Bowlero area, which

contains all kinds of kiddie rides and amusement machines, and asking why they didn't play. It was something of a surprise to find the problem, almost without exception, was one of change. If a possible player found that he did not have the required dime in his pocket, he would usually forego the pleasure of entertaining himself with a line or two, rather than bucking the long lines of customers waiting at the checkstands nearby, which was the only convenient source of change.

When it turned out that there was literally dozens of potential customers giving up on playing the

bowling machines because of the lack of dimes, the Totem management took positive action. This was the purchase of a three-element coin changer, mounted on a heavy steel and concrete post, directly alongside the bowling machine, which changes coins up or down, to produce nickels, dimes, quarters, and half-dollars as desired. At the same time, small cards were attached to every participation-type of amusement machine and the bowling machines, reading "For Change—Changemaker On Aisle."

Results showed a 20 per cent increase in bowling machine returns the very first month. At a 30 per cent increase the second month, stabilizing at approximately 35 per cent every month from that time on. Even store employees on luncheon breaks have become regular users of the bowling machines because of the convenience of the changemaker, it was reported.



MAR-TAB VENDING EMPLOYEES, 17 strong, cruised to Nassau from the firm's Miami base. Sol Tab, one of the partners, reports that all employees who brought in new juke-box locations bringing in at least \$15 a week were given a free vacation for themselves and their husband or wife. Some 17 qualified in six weeks. Mar-Tab operates music, games and vending. Contests are run every three months. The cruise ship is the S. S. Bahama Star.

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FUTURE
with a
promise

NAVY

Better than any ride . . . more than any gun
GALLOPING HORSE—SHOOTING GUN AT ANIMATED MOVING TARGETS WITH SCORING CHALLENGE

Indian Scout

An ACTION-PACKED galloping horse, shooting gun at animated moving targets combined into one new fascinating amusement device, occupying only 2'x6' of space. Challenge to youngsters from the ages of 3 to 16.

INDIAN SCOUT HAS BEEN
LOCATION TESTED AND PROVED
TO BE THE HIGHEST INCOME
PRODUCER OF
ALL KIDDIE RIDES.



HIGH REPLAY

Children and teenagers enjoy the thrill of galloping an INDIAN SCOUT and at the same time they strive for BIG CHIEF, the highest scoring award. Colorful, illuminated scoreboard adds to the replay appeal.

IDEAL FOR ALL LOCATIONS

Variety Stores—Drug Stores—Department Stores
—Shopping Centers—Supermarkets—Amusement
Parks—Arcades—Rail, Bus and Air Terminals.

STURDY CONSTRUCTION THROUGHOUT

- Fiberglass body
- Maintenance-free aluminum treadplate
- National rejector coin mechanism
- Tamper-proof coin meter accurately records each ride.

Get on the PROFIT TRAIL with INDIAN SCOUT TODAY!

See it at your distributors or write us direct.

ALL-TECH INDUSTRIES

P. O. Box 1416, 950 W. 20th Street, Mialeah, Florida, Tuxedo 8-7551

MAY 12, 1962

BILLBOARD MUSIC WEEK 71

Consolidated Vending Seeking Registration Common Stock Shares

WASHINGTON—Consolidated Vending Corporation of Dover, Del., operating vending and amusement machines and juke boxes, is seeking registration of 70,000 shares of common stock for public sale. Prospects to the Securities & Exchange Commission says the stock would be offered at \$5.75 per share, and offering will be made by underwriters headed by Dana Securities Company, Inc. of New York, which will receive 69 cents per share commission and \$5,000 for expenses.

The Consolidated statement says underwriters will have option to buy 1,500 shares at 1 cent each, and 17,000 shares underlying five-year warrants at 1 mill each, exercisable at \$5.75 per share. An additional 6,000 shares underlying like warrants, are to be sold to officers and employees of the company.

The \$320,000 estimated net proceeds of the sale will be advanced to subsidiaries, and used largely to pay off indebtedness, and to buy new vending, photograph and amusement machines.

The company has outstanding 130,000 shares of common stock, of which Jules H. Singer, president, and Sidney Mittelberg, vice-president, own 33.55 per cent and 19 per cent respectively, and management officials as a group 60.65 per cent. Sale of new stock to the public is expected to result in an increase in the book value of stock now outstanding from 10 cents to \$2.29 per share, and a corresponding dilution of \$3.46 per share in the book equity of stock purchased by the public.

THREE IN One SOON!

when answering ads . . .

Say You Saw It in
Billboard Music Week



Joe Ash says . . .

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ACTIVE
FOR PINBALLS

THE LARGEST DISTRIBUTOR OF
PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb and Rock-Ola Distributor for Eastern -
Pennsylvania, South Jersey and Delaware

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You can ALWAYS depend
on ACTIVE ALL WAYS

AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
PO Box 9-4495
Write or wire for prices

FOR SALE

POOL TABLES (with new cloth, new, reconditioned)	\$175.00
AMERICAN 9 ft. Bank Shot	\$175.00
SHUFFLEBOARDS, 22 ft., refinished	\$225.00
SHUFFLEBOARD lights—flu	\$27.50

BOWLERS

Kennedy Bonus	\$ 15.00	CHI Cash Bimmer	\$125.00
Kennedy Diamond	10.00	CHI Cash Bimmer	125.00
Kennedy Jewel	10.00	CHI Cash Bimmer	125.00
Kennedy Speed Lane	175.00	CHI Cash Bimmer	125.00
Kennedy Super	250.00	CHI Cash Bimmer	125.00
Kennedy A&B	175.00	CHI Cash Bimmer	125.00

PURVEYOR Better Buys
DISTRIBUTING CO.
CHICAGO, ILLINOIS
JUNIOR 1-8114
4323-24 N. WESTERN AVE.

M.O.A. VISITORS . . . Welcome Once Again!
See Us at the ROWE-AMI BOUTH

ATLAS . . . Reconditioned—Guaranteed MUSIC • GAMES • VENDING

VENDING

ROWE 1-1000, 4 Flavor	\$595
ROWE 20-700 (20-Cat) Cig.	275
ROWE 14-1000, 14-Cat. Cig.	275
(Oma.)	175
ROWE 6-1000, 6-Cat.	135
STONER 6-1000, 6-Cat.	95
NATIONAL 100 Cig.	95
ROWE 1-1000, 1-Cat.	165
SEEBURG 100-Cat.	215
SEEBURG 100-Cat.	95
BALLY CHAMPION HORSE	395
(Metal Base)	

MUSIC

A.M.I. K-200 (50c)	\$545
ROCKOLA 1454	295
ROCKOLA 1458	295
SEEBURG 1011 (50c)	425
SEEBURG 2225 (50c)	725
SEEBURG 100-1	425
SEEBURG 100-2	375
SEEBURG 200-1 (Redwood)	295
WHLITZER 1900	295
WHLITZER 2000 (50c)	245
WHLITZER 2200 (50c)	495
A.M.I. 2200 (50c)	425

AC DOLLAR BILL CHANGER
Location proved! Increases revenue
whenever coin-operated
in use. Eliminates need
for attendant! Immediate
delivery. **\$995**

AMI-ROWE-BALLY
Distributors for
ATLAS MUSIC COMPANY
DIV. OF AC AUTOMATIC SERVICES, INC.
CHICAGO 47, ILL.
2122 N. Western Ave.
Arlingh 47-5005

ALL NEW FOR '62 "THE COMPACTS"

"KLEER SEAL"

PLASTIC LAMINATING

Features Never Before Available
in a Plastic Vender

- Fully Enclosed Self-Sharpening
Trimming Knives
- Fool-Proof "Vacumatic" Vending
Principle
- New Roller-Type Laminating-Sealing
Feature
- Available in 10¢ or 25¢ Play

2c MECHANICAL VACUMATIC CARD VENDOR #412

3,000 FREE CARDS WITH EACH
CARD VENDOR PURCHASED
Improved all-metal vendor
that has EVERYTHING. Big Cash
Box, Tempra-proof case mechanism,
full interchangeable display
slips furnished free.
50 FAST SELLING CARD SERIES
TO CHOOSE FROM.



SEE THESE "COMPACTS" AT THE MOA SHOW

THE EXHIBIT SUPPLY COMPANY

Established 1901

4719-21 W. Lake St., Chicago 44, Ill.

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'Special Day' Remembrances Add Goodwill Plus to Location Relations

By BOB LATIMER

DENVER—Although the primary requisites for location owner goodwill are an attractive, dependable, phonograph and good reliable service and reasonable charging, there are

a lot of plus ideas for making loyal friends of location owners.

Making an effort to learn the birthdays and wedding anniversaries of bar and restaurant owners, and remembering the event with a card and a small gift is a touch of long-term relationship building.

ing with Tom Bean, of Tom Bean Music Company, longest-established juke box operator here.

Bean gets the information from wives, old-time employees, or even willingly brings the subject up when negotiating for a location, and files the date away for later reference.

Checks Card File

He checks his card file every week, and whenever a birthday or a wedding anniversary comes up, he sends a carton of cigarettes, a box of cigars, a carton of candy, or some novelty, along with a signed congratulatory card to the location owner.

The gift is dictated by individual circumstances of courses, but usually will be the brand of cigarettes or cigars which the location owner smokes.

Making absolutely no fanfare whatsoever about delivering the gift, Bean has found that his thoughtfulness has kept him proof against location-jumping, and low-rate competition for a quarter of a century.

Remembering anniversaries in the same way with a small gift item which is equally useful for husband and wife alike brings the feminine side of the family into the picture, and has had a lot to do with the fact that Bean has enjoyed long-term relationships with the first few steps he secured back in the infancy of the juke box business in Denver.

Regional Practice

Most operators in Wyoming, Colorado, New Mexico, and Arizona, follow this system to some extent, particularly from the standpoint of "always remembering the location owner's anniversaries" even if sending no more than a card.

Special services, rendered without any request from the location owner are equally valuable in cementing long-lasting relationships. For example, Bill Storey, a Denver operator, and similar business, knows that his location owners, largely bar owners are looking for, in the way of equipment.

Since he spends 90 per cent of his business time in such locations, he has frequently effected exchanges, sales from one bar owner to another, to solve problems.

In this way, Storey has been an agent for refrigeration equipment, bar and restaurant stools, store fixtures, and even once located a specially equipped cash register for one of his bar owners on the same day that the customer made it known he was looking for such equipment.

Storey thoroughly enjoys this sort of research

operation, primarily because the savings involved with the location owners concerned are usually enough to add something to his luster with his location owners.

Even in the matter of personnel, the phonograph operator has an excellent opportunity to help his location owner, according to Border Sunshine Novelty Company in Albuquerque. Here, half a dozen collectors out on the route make a point of keeping themselves up to the minute on employment needs in the many types of locations on which his big New Mexico route are required to come up with made-to-order spots for waitresses, bar maids, etc., from locations which closed down during the winter season.

Finding an opening for employees worried about off-season jobs in this way helps location owners as well as employees, and naturally, draws goodwill from both ends. Needless to say, whenever any employee who has been helped in this way recommends a phonograph or amusement machine operator, the chances are that Border Sunshine will get the call.

Time Savers

Even in the matter of helping a bar owner locate a printer, to turn out menus, a source of novelty advertising gimmicks, etc., the phonograph operator can produce much appreciation. Often, a novelty operator has been helped in this way grateful of any such efforts which save time for him, and reciprocate by doing everything possible to push play on the juke box. The operator can help with location personnel, equipment, passing along good management or operating tips.

Former Tavern Owner

An ideal example of a music firm which offers its location owners a diversity of services is Century Supreme Music Company of Westminster, Colo. Here, partners Frank Huber and Glen Pierce are capable of not only helping a location owner set up better business methods, but in finding all of the equipment they need. Huber, although he is one of Colorado's most diversified coin machine operators, was himself a bar operator for many years, and thus understands all of the problems which confront his location owners.

Pierce, on the other hand, was an accomplished bookkeeper and accountant, before he joined forces with Huber, and is thus able to help location owners solve knotty problems where payroll, accounting, income tax and similar problems are involved.

Both of them spend an hour or so per location owner daily, in simply talking business outside of juke box collections and by showing a strong, direct interest in the location owner's problems, there has been a strong bond of appreciative loyalty created.

There are many more ideas which tend to put location owner-operator relationships on a more solid footing. First, and last, however, it is services which have nothing to do with the basic juke box industry, and gifts which the location owner can keep long after the season of spending, which have shown most tangible results.

Constant Attention Is the Key to Denver Ops' Location Success Story

DENVER—It's a mistake to consider a location permanently sold even after several years have gone by, according to Frank Huber and Glenn Pierce, partners in the big Century Supreme Music Company, here.

Huber and Pierce, who are "Mr. Outside and Mr. Inside" respectively for the phonograph and game operation, have some locations which date back for 14 years when the partnership began. Along with continuously prospecting for worthwhile new spots, Pierce and Huber never forget to keep the old locations alive.

Seeing to it that well-established locations remain happy means many things, according to Pierce. For one thing, it means giving the location owner plenty of say in the music menu offered, where he shows interest in the subject. For another, it means improving equipment in use, with the latest, most desirable phonographs, games, and sound reproduction.

Equipment Upgraded

Century Supreme excels in the latter category. Over the past few years, every established location has been upgraded at least once, with a careful check of remote speakers, wiring, baffles, etc., and regular replacement, particularly in the speaker category. All too often speakers become old and tired. It requires only a comparatively small jolt or careless handling to crack the cone or to dislodge the cement around the cone.

Where a speaker suddenly begins giving tinny sounds, the location owner is likely to be pained by the difference for a few hours, and then become accustomed to it, and forget to mention the fact until the speaker is so bad that similar problems are involved. By forcing the issue and regularly checking sound output, Century Supreme's young but expert serviceman Ray Clark can usually get the offending speaker replaced within an hour or so.

Another good step which has been followed almost continuously by the long-established Century Supreme organization has been installation of custom stereo hookups, using speakers manufactured by Century Supreme's own company. Says Huber, an audiophile, buys baffles from one source and cases from another. He can frequently come up with sound results which rival those of more expensive equipment.

Whenever any such upgrading is taking place, it is a certainty that Century Supreme will keep location owners and their customers advised of the fact. "It gives the location owner something to be proud about, and, of course, something to mention to his friends and customers," Huber said. "Not infrequently, the most tin-ear customer will perk up his interest when he finds he is listening to true stereo, and mention it to others," he added.

The Denver operators have been able to call along with practically no location jumping whatsoever content with and not put customers demands for unfair commission splits. Huber, who at one time owned a bar himself, is thoroughly familiar with the location owner's problems.

Keeney Bows 2-Player Game

CHICAGO—Keeney's new two-player, Roll-A-Line, featuring diagonal, vertical and horizontal scoring, is being unveiled at Music Operators of America's May 6-8 convention here.

Principle of scoring involves manual rolling of balls into numbered pockets on the playfield, purpose being to get five balls in a straight line.

Side flipper buttons operate a kicker bar at the rear of the playfield. Each player gets six balls. A free ball is built into the center pocket to increase scoring opportunities.

The game is also available as Keeno-Ball with a match feature.

Coin UJA Wing Raises \$2,000 Toward 40G

NEW YORK—Committee members of the Coin Machine Division of the United Jewish Appeal is on its way to the 1952 goal of \$40,000.

Meeting here Monday (23), the committee raised its first \$2,000 and mapped plans to come up with the remaining \$38,000 before the Victory Dinner, June 5, at the Plaza Hotel.

To be honored at the banquet are Roger S. Littleford, publisher of Billboard Music Week, and Joseph P. Orleck, publisher of Cash Box. William Cahn, assistant district attorney of Nassau County, will be guest speaker.

Guests at the Monday meeting were Mrs. Al Bodkin, Mrs. George



EINO KLANDER (center), newly elected president of the Northwest Automatic Retailers Association, receives a plaque denoting the group's affiliation with National Automatic Merchandising Association as a State Council. Making the presentation are Sidney S. Kallick (left), NAMA Western office manager, and Paul Mercy NAMA director, during a guided tour of the Seattle World's Fair by members of the Northwest Council.

Holtzman, Mrs. Max Klein and Mrs. Aaron Sternfeld. Irving Holtzman, campaign chairman, presided. Attending were Al (Senator) Bodkin, Max Klein, Aaron Sternfeld, George Holtzman,

Harold Kaufman, Joe Orleck, Marty Tooley, Irv Kemper, Mike Munves, Lou Wolberg and Meyer Parkoff.

The next meeting was set for Wednesday (9).

MAY 12, 1962

BILLBOARD MUSIC WEEK 73

POOL MATCH AT MOA MEET

CHICAGO—Operators will be treated to a daily series of matches between two of the nation's top pool and billiard champions at the Music Operators of America convention at Chicago's Morrison Hotel May 6-8. Willis Covington, representing Fischer Sales, and Don Tozer, representing Valley Sales, will play a series of home-and-home matches each day of the show. Both Covington and Tozer are well known both as match players and trick-shot artists.

New Jersey Cigaret Tax Stays at 7 Cents

TRENTON, N. J.—The New Jersey General Assembly voted to make permanent the State's 7-cent tax on a package of cigarettes. The bill, due to go into effect on July 1, is expected to pass the Senate.

A year ago, the tax on cigarettes was raised "temporarily" from 6 to 7 cents to help pay for some State institutions. The special tax was due to die on June 30.

When the new tax went into effect last year it caused something of a problem for operators since they were getting 30 cents a pack for cigarettes and did not want to have the penny chopped out of their profits.

So, they raised the price of king-size smokes to 35 cents and caused protests from many customers. Now it appears that the 35-cent price for machine-vended cigarettes will stay.

This being the case, operators will make 4 cents more for each pack of king-size cigarettes sold.

Beaver Opens Detroit Office

DETROIT—Glen R. McPhail, who had operated in Buffalo and Toronto for four years, has begun a local operation. McPhail is the brother of Ken McPhail, president of the Beaver Casing & Vending Supply Company, Canadian bulk vending machine manufacturer.

The new firm, the Beaver Vending Service, will handle bulk vending exclusively, with penny, nickel and dime machines dispensing nuts, charms, gum and confections.

Art Affer has been named manager of the Detroit operation, which is currently operating within the city limits. Plans call for expansion to the suburbs.

Significantly, the Beaver operation is the only firm listed in the telephone classified section as a bulk vending firm, although full-line operators, handling bulk as a sideline, are, of course, listed.

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Say You Saw It in
Billboard Music Week

TAKE A PEEK at the all new

PEEK-A-RAMA®

with these FABULOUS FEATURES

- PROVEN AND TESTED FOR 2 YEARS
- USES NEW LOW-COST 8MM COLOR FILM
- FANTASTIC NEW CONTINUOUS FILM SYSTEM, NO MOTOR, NO GEARS, NO BELT, WORKS BY GRAVITY. ALL NYLON BEARINGS, NEVER NEEDS LUBRICATION.
- 100 FEET OF 8MM FILM WILL RUN 8 MINUTES. A TWO-MINUTE TIMER GIVES YOU FOUR PATTS TO EACH 100 FEET.
- NO NOTCHING OF FILM, FILM CAN BE CHANGED MORE OFTEN, KEEPING THE CUSTOMER COMING BACK REPEATEDLY.
- TAKES TWO MINUTES TO CHANGE FILM.
- USES THE NEW 150-WATT BULB.
- ONLY ONE RELAY, ONE SWITCH, ONE FUSE BOX, TWO PLUGS.
- ANY PART OF CONTINUOUS FILM MAGAZINE WILL BE REPLACED FOR LIFE.
- AVAILABLE IN 5-10-25¢ CHUTES.

COMING SOON

FABULOUS 8 MM Sound Peek for kiddies. You will have to see it to believe it. Plenty of film at a fraction of the cost of 16mm.



NOW
you can use
low-cost
8 mm Color
Film

\$499.50
T.O.A.
Louisville

PATENT
PENDING



COMPACT

Models In
Living Color

PIN-UP

—ART

—BIKINI

100% LEGAL
WORLD OVER

For every type of location

Order Today

Urban Industries, Inc.

715-17 West Main, Louisville 2, Ky.
JUliner 4-4371

BOOTH 58—M.O.A. TRADE SHOW

"Why not the latest?"

**SEE THESE GAMES AT THE M.O.A. SHOW
OR AT YOUR DISTRIBUTOR!**

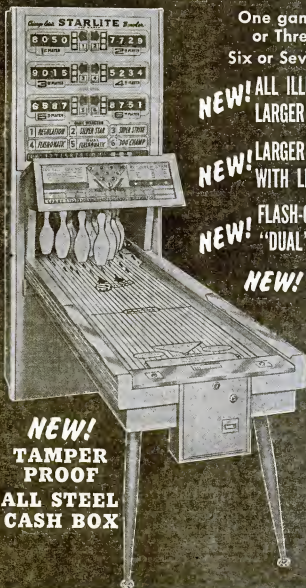
Chicago Coin's

STARLITE BOWLER

NEW!

**AVAILABLE IN 3
DIFFERENT COIN CHUTES**

1. STRAIGHT 10c PLAY!
2. TWO NICKELS-DIME-and QUARTER!
3. TWO NICKELS-DIME-QUARTER-and HALF DOLLAR!



One game for 2 nickels-1 dime
or Three games for 1 quarter
Six or Seven games for half dollar

NEW! ALL ILLUMINATED PLASTIC SCORE DRUMS
LARGER NUMBERS-EASIER TO READ

NEW! LARGER AND WIDER PLEXIGLASS HOOD
WITH LIGHTED PIN RECORDER

NEW! FLASH-O-MATIC and
"DUAL" FLASH-O-MATIC SCORING

NEW! STAINLESS STEEL RAIL GUARDS
AND ENTIRE COIN ENTRY PLATE

**6 WAYS TO
PLAY!**

**REGULATION
SILVER STAR
SUPER STRIKE
FLASH-O-MATIC
"300" CHAMP
"DUAL"
FLASH-O-MATIC**

A WIDE VARIETY OF
CHICAGO COIN GAMES



**GOLD
CROWN
BOWLER**

Introducing the "new" SUPER
QUIET PLAY FIELD and SOFT
RUBBER SHIN GUARD! 6 ways
to play. 10c per player. Many
other proven features.



**VARIETY
ROLL
DOWN
BOWLER**

(not a Puck-Type Game)
Featuring an "inclined" play-
field. Ball is pushed like a puck.
8 ways to play! Automatic ball
return. 10c per player. 6 can
play!



**ALL STAR
GOALIE**

Real Hockey action. Adjustable
10 or 15 balls per game. 1 or 2
players. Fast and exciting.



**PRO
BASKET
BALL**

New 1st and 2nd half scoring.
Lifelike basketball players and
realistic playfield look like the
real thing. Colorful cabinet at-
tracts players. Fast action holds
their interest.

Europeans Are Looking to U. S.

Continued from page 58

age. A yesteryear gold-plated assure spot, Biarritz has come on a peg in recent years, and is happy to attract a more modest class of vacationer.

In Switzerland this season, as every season, operators are installing the newest games from abroad. However, there is little here of an "American game," because U. S. games are novelty.

Doing It for Years

Rene Toluzzi, an operator in Rome, explained, "You can't bally something you have been doing for years. Besides, nobody would pay any attention. Switzerland always imported American coin games, what other games are there?"

The European trade would agree with Toluzzi. As he implies, European manufacturers, despite their brilliant success in building juke boxes, have failed abysmally to produce games comparing even in elementary degree with U. S. games.

The coin games field is still the

almost exclusive preserve of the U. S. manufacturer, and this aspect of the European market, as is demonstrated at resorts this season, remains wide open for sales push.

The same is not altogether true for pinophographs. The resorts surveyed are being heavily supplied with European-manufactured juke boxes. Seeburg and Wurlitzer, among the U. S. boxes, are doing well at European locations, but the trend is very much toward the placing of boxes of European origin, when not domestic boxes than Rock-Ola, A.M.I. or Wurlitzer boxes of European production or assembly.

The trend toward European-origin boxes is pronounced at all of the play areas surveyed.



ERIC DE STOUTZ (right) Gottlieb distributor in Switzerland, and his wife get a tour of the Gottlieb Memorial Hospital during the couple's recent visit to Chicago. Showing them around are David Gottlieb (left) and Judd Weinberg.

Blame Competition for Pitt. Licensing Mixup

PITTSBURGH — David Rappaport, in charge of licensing pinball machines for Pittsburgh, told Magistrate Julius Sirbs here last week that keen competition among operators for pinball locations has been responsible for some of the mix-up in licensing the games.

He explained that some operators rush a machine into a location before getting a license because they are afraid that a competitor will move in with a machine of his own if they delay.

Rappaport testified in the trial of two local operators who were charged with having unlicensed machines. One was fined \$50 on one count, and another was fined \$50 on each of four counts.

MAY 12, 1962

BILLBOARD MUSIC WEEK 73

Diskery Relations to Get Close Scrutiny

• Continued from page 58

box-record industry problems. Operators for years have made no secret they feel slighted by an industry that depends on operators for some 50 per cent of its singles business.

Programming, say operators, is aimed at teenagers (the other 50 per cent) and the needs of the operators are ignored. Not so say the record companies and several have lately introduced packages specifically aimed at the juke box operator to prove their point.

A side issue is MOA's own pique at the gradually decreasing number of record companies exhibiting at what officials term the juke box industry's own convention. This year, eight firms are showing their lines: Capitol, Columbia, Decca, Dot, Jay Jay, MGM, Plaza and Vassar. (A conspicuous absentee is RCA Victor, up to now an MOA regular.)

Although the figure beats last year's total, it is still below what MOA officials and juke box operators would like to see.

Cite Attendance

Record companies argue in rebuttal that operator attendance at MOA shows has been gradually decreasing and it's no longer worth their while to attend.

This year's convention could be a turning point. A strong operator showing would undoubtedly hype record company participation for the future. Weak attendance, on the other hand, could very rapidly kill off what interest exists.

EUROPEAN NEWS BRIEFS

• Continued from page 63

Self-Propelled Juke Boxes

ST. MORITZ, Switzerland—Ski locations here are experimenting with self-propelled pinophographs, equipped with a small battery-powered engine for easy shifting from stop to stop. Some operators believe they can cut overhead and increase collections by shifting pinophographs from morning to afternoon to evening locations or at least from day to night time locations. This is because of the highly ambulatory nature of the Swiss resort trade, which congregates in the mornings on the ski slopes or golf courses, moves in the late afternoon to the apres ski lounges and winds up the day in the hotel bar.

WHAT IS
Bin1?



UP GO
PROFITS



Like the monkeys climbing the tree—UP go profits when you put TROPIC-ISLE in your locations. It's cute! It appeals to every player! Test reports prove they don't stop 'til they get a monkey in the tree-top. See your distributor today.

GOTTLIEB'S

TROPIC-ISLE

Monkeys climb UP the tree! UP go profits!

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollunders score 50 points when lit
- Match feature • Sparkling cabinet design



New "Hard-Cote" Finish
Extends Playboard Life to
an All-Time High!

D. Gottlieb & Co.

1140-50 N. KOSTER AVENUE • CHICAGO 81, ILLINOIS

We Always Profitable to Operate Gottlieb Games!



**LOOK!
28 HOLES!**



**NEW TYPE
IN-LINE GAME
WITH
3 EXTRA HOLES
HITS NEW HIGH
IN EARNING POWER**

POPULAR 6-CARDS PLAY
earns up to 6 coins per game

POSITIVE PROGRESSIVE SELECTION
gives extra card for each extra coin

28 HOLES ON PLAYFIELD
adds new dimension in skill-appeal

PROFIT-PROVED SUPER-LINES
insure continuous repeat play

Months of location-testing prove new style playfield—
with 28 holes—gets biggest play ever in 6-cards class.
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John Biotta, President of Biotta Enterprises, Inc., Wurlitzer Distributors, Newark, N. Y., George Schreiner, owner of the Three Saints Restaurant, and Norma Rivers, popular recording artist appearing at this popular spot.

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